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PARIS, FRIDAY, DECEMBER 11, 1987

ESTABLISHED 1887

U.S. Trade Deficit Hits \$17.6 Billion, **A Monthly Record**

Compiled by Our Staff From Dispatches
WASHINGTON — The U.S. trade deficit widened to a record \$17.6
billion in October, a massive 25 percent increase from \$14.08 billion in September, as imports of manufactured goods outpaced a small gain in exports, the Commerce Department said Thursday.

Section of the Party of the Par The October imbalance topped the old record of \$16.5 billion set in July, and brought the deficit to an annual rate of \$175 billion for the first 10 months of the year, far surpassing last year's record of \$156.2 billion. The deficit, much worse than the \$14 billion to \$16 billion shortfall expected by edgy financial markets, immediately undercut the dollar on currency markets and sent U.S. stock prices sharply lower.

Analysts said the deficit figure is

in news that offers some hope for improvement in November's

figures, Japan on Thursday said that its merchandise trade surplus narrowed sharply last month, in-cluding its surplus with the United.

But that aunouncement did little

to ease the consternation among

James Cochrane, of Texas Com-

The \$4.3 billion, or 12.3 percent

The surge in imports reflected

The deficit on manufactured

goods alone jumped to \$15.5 billion

in October from \$11.85 billion the

previous month. Imports climbed

the October deficit. Imports from

oil, and other manufactured goods

Reagan: "This summit has

I am pleased to report that upon comple-tion of our business this summit has been a

I believe the general secretary and I can

walk away from our meetings with a sense of accomplishment. This summit has lit

the sky with hope for all people of good

As we leave, it is up to both sides in

follow through on arms commitments in been strengthened.

been a clear success'

For Bush

Summit Is a

High Point

By David Hoffman

Washington Post Service
WASHINGTON - Vice Presi-

campaign-style appearance on a Washington street corner.

runner for the Republican presi-dential nomination, met with Mr.

Gorbachev for 23 minutes in the

embassy's ornate Red Room under

a picture of old Moscow in winter:

Then they went to breakfast with

several guests of Mr. Bush from Iowa, New Hampshire and Texas.

The day was a political high

point for the vice president, who is

the only Republican presidential contender to get an extended audience with Mr. Gorbachev, and the

arms treaty. Aides made sure his

role in the Gorbachev visit was

Mr. Bush is appearing every morning on television. He is doing

interviews by satellite with local

television stations in Lowa and New

Hampshire, the two states with the

camera crew to record his meeting

See BUSH, Page 2

highlighted.

Mr. Bush, considered the front-

rush of imports.

States. (Page 11.)

Stocks, Dollar also likely to intensify pressures by the U.S. Congress for legislation to protect U.S. industries from the Retreat on October Data

NEW YORK - Wall Street

stock prices fell sharply Thursday in volatile trading and the dollar U.S. analysts to the record deficit slumped to new lows after the refigure. "How do I react? It's shocking, incredible," said Jay Goldinger, a financial analyst with port of a record monthly \$17.6 billion U.S. trade deficit.

The dollar's plunge to postwar lows against the Deutsche mark and yen in New York came after the U.S. currency showed some return the U.S. currency showed some bank intervention to brake its slide. problems here and we've got to see The trade figures pushed the some leadership out of Washington

Dow Jones industrial average of or else the dollar will go into a freemajor U.S. stocks down 49 points in the first 20 minutes to 1,853. Bargain-hunting by investors in af-ternoon trading pushed it into the plus column, but higher U.S. inter-large, scary number. Americans est rates and the weaker dollar then bought more in manufactured erased the entire gain, and the Dow goods than anyone realized." closed 47.08 points below Wednesday's finish, at 1,844,44. increase, in total imports to a re-

cord \$39.4 billion more than offset "Blue chips recovered nicely but an \$800 million rise in exports to the dollar dragged us back down, \$21.8 billion, a 3.7 percent increase, said Ralph Acampora of Kidder, Peabody & Co., the U.S. investthe department said. ment bank. higher shipments of passenger cars,

The ability of the Dow to rebound for at least part of the sesand agricultural products. sion, after three straight gains this week, contrasted sharply with stock exchanges in Europe, where share prices fell in reaction to the mace pectedly large trade deficit. \$3.3 billion to \$29.9 billion; while

The huge size of the U.S. trade The huge size of the U.S. trade exports fell to \$14.4 billion from shortfall raised fears of a repetition \$14.8 billion in September. owed the release of a poor set of trade figures in October.

But in contrast to Automobile imports in particu-lar contributed to the increase in

But in contrast to the wild selling Japan increased about \$550 million, or 34 percent, to \$2.17 billion.

Canadian car imports were up \$200

See MARKETS, Page 10

Klosk

Rights Worker

Slain in Salvador

SAN SALVADOR (UPI) -

trading vnlnme was moderate million, while auto imports from See TRADE, Page 15 dent George Bush all but recruited Mikhail S. Gorbachev for his presidential campaign Thursday, sharing caviar and sour cream with the Worry Rises Soviet leader at breakfast at the Soviet Embassy and later accompanying Mr. Gorbachev in a brief

South Korea

Over Vote in

Two gunmen ambushed and killed a leader of the govern-By Clyde Haberman ment's Human Rights Commis-New York Times Service SEOUL — Serious concern has sion in the second assassination of a rights worker in as many been raised here that the South months, the police said Thurs-Korean military might step in to cancel next week's presidential René Joaquin Cardenas Varelection, or to nullify its results if gas, the commission's eastern

the opposition wins. region delegate, was attacked The concern is based on reports by two gunmen who shot him at that elements in the army, notably those responsible for domestic surleast five times as he entered his bome in San Miguel, 80 miles veillance, have discussed possible (130 kilometers) east of the capital, the police said. Nn one It is also rooted in the perception

claimed responsibility for the of some political analysts that the ruling party candidate, Roh Tae Woo, is doing less well than his strategists had hoped. Should he slaying.
The killing came as tensions rose in El Salvador, most conspicuously between the Christian sovernment. lose, several experts said, some setian Democratic government nior army officers are likely to fear possible reprisals from a government led by either of his major opponents, Kim Young Sam and

Kim Dae Jung.
There are people in this govern ment and ruling party who feel they cannot lose the election," a special-ist in South Korean military affairs said. Army intervention, either be-

fore or after the election, "is being discussed," he said.
"Lots of these people do not have moral compunctions about doing something like this, he said.

"It's a practical consideration—

can they get away with it?"
He cautioned that he was aware only that discussions were under way and did oot know if any decision had been made. There have been no indications of unusual movements by the South Korean armed forces or, for that matter, evidence of action of any kind.

Rumors of possible army intervention in South Korean political life are not uncommon, and they usually amount to nothing. But with election day only a week away, tensions are running high. "This is a high-stakes game," a longtime foreign resident of Seoul said. "It is

the biggest period of uncertainty that I can remember."

The government of President Chun Doo Hwan, which came to power through a coup by army gen-erals in 1980, has stated several times in recent months that the

military would stay out of politics. "The decision might be to do See KOREA, Page 2



President Ronald Reagan gesturing to Mikhail S. Gorbachev as the Soviet leader arrived at the White House for
their meeting Thursday Mr. Contact and Mr. Reagan greeted President Ronald Reagan gesturing to Mikhail S. Gorbatheir meeting Thursday. Mr. Gorbachev arrived late, after him with a joke: "I thought you'd gone home." Page 3.

improving the relations between our coun-

I am pleased that some progress has

We need a realistic understanding of

each other's intentions and objectives, a

process for dealing with differences in a practical and straightforward manner. And

we need patience, creativity, and persis-

tence in achieving what we set out to do.

As as result of this summit, the frame-

been made no strategic arms reductions in

tries and peoples.

the last three days.

ensure the luster does not wear off and to work for building such a relationship has

Excerpts From the Farewell Remarks

Gorbachev: Much work

We note with satisfaction that the visit to

Washington has on the whole justified our

A good deal has been accomplished, I

would like to emphasise, in particular, an unprecedented step in the history of the

ouclear age: the signing of the treaty under which the two militarily and strategically greatest powers have assumed an obliga-tion in actually destroy a portion of their

remains to be done

2 Leaders Say Good-bye, Call **New Summit in** Moscow in '88

WASHINGTON - Mikhail S. Gorbachev said Thursday that his summit meeting with President Ronald Reagan had marked the beginning of a "new and important" stage in Soviet-American relations despite some "very serious" difficulties on both sides.

"We can sincerely congratulate each other on having taken a first step on the path toward a nuclear free world, he said at a news conference at the Soviet Embassy before leaving Washington at the end of his three-day visit.

Mr. Gorbachev said he and Mr. Reagan had continued work and achieved progress on the question of reducing strategic nuclear weapons up to the last moment, even while the motorcade was forming outside to take him from the White House.

The Soviet and American leaders formally ended their meeting in the rain on the White House lawn, with declarations of goodwill and of determination to continue their dialogue. Neither gave any hints of new breakthroughs, beyond the signing of a treaty to eliminate medium- and horter-range missiles.

Although neither the president nor Mr. Gorbachev mentioned the possibility of another summit meeting at their farewell ceremony, Mr. Gorbachev said at his news conference in the Soviet Embassy that such a visit would take place in the first half of next year. Marlin Fitzwater, the

ouclear weapons, thus, we hope, setting in

motion the process of nuclear disarma-

We had a businesslike and frank discus-

In our talks with President Reagan some

Much work remains to be done and we

headway has been made on the central part

of that issue - achieving a substantial

reduction in strategic nuclear arms.

must get down to it without delay.

sion of the cardinal problems of Soviet-American relations and important aspects

of the current world situation.

White House spokesman, also announced that such a meeting was planned.

Seemingly eager to counter re-ports the summit had failed to make any significant breakthroughs beyond the signing of the INF treaty. Mr. Fitzwater said the president was in nn way disap-pointed with the outcome of the meeting

"The president knew that as with any huge ship the turns are slow," Mr. Fitzwater said, "but the telltale ripples of change did occur." He added that there had been "intense debate" on such topics as human rights, Afghanistan, Cen-

tral America and the Gulf. The president was expected to announce a new Soviet-U.S. space effort when he addressed the na-tion Thursday night.

Mr. Gorbachev said at his news

conference that the summit meeting was "a major event in world politics."

we might even t ginning a new phase and an important phase from the standpoint of Soviet-American bilateral relations and from the standpoint of the

world situation." he said. Mr. Gorbachev said that the final statement the two sides were preparing would give an indication of the degree of mutual understanding that had been achieved, but that it was also "confirmation of the fact that serious discord still

remains. The Soviet leader stated that he and Mr. Reagan had forcefully reaffirmed "that nuclear war should oever be fought and cannot be won; that we are determined to prevent any war between our countries, nuclear or conventinual, and that we shall not seek to achieve

He said this was something that both sides regard this "as an undertaking of unlimited duration by two great nations before the entire world community."

military superiority."

Despite the serious differences between the two sides, the Soviet leader added: "We do oot regard them as being insurmountable. On the contrary, they urge us on toward greater dialogue."

Both sides, he said, realized that

they are emerging from a period of long, drawn-out confrontation." Referring to criticism that the

See SUMMIT, Page 2

forces, and Admiral William J. Crowe Jr., chairman of the Soviet entourage for the Reagan-Gorbachev summit talks. ence with Mr. Gorbachev, and the only one to have given his unqualified support to the U.S.-Soviet In a New Potemkin Village, 200 Missiles

A TABLE TOO WIDE - Marshal Sergei F. Akhro- U.S. Joint Chiefs of Staff, trying to shake hands Thursday

meyev, left, chief of the general staff of the Soviet armed at the Pentagon. Marshal Akhromeyev was part of the

By Robert C. Toth Los Angeles Times Service

WASHINGTON — Amid signs that the Kremlin once had "Potem-kin village" ouclear missiles, Soviet officials have told the United earliest tests in the presidential States that about 200 of their medicampaign next year. He engaged a um-range missiles, described earlier as operational weapons, are really just training missiles, many of them filled with concrete. with Mr. Gorbachev for campaign advertisements. And he planned to fly to lowa immediately after the

summit meeting for a speech on the The account of the "training mis-iles" was offered by the Soviet A participant in the breakfast said Mr. Bush had talked to Mr. Union to explain a discrepancy between its initial count of 1,950 missiles and the 1,752 total cootained in the new U.S.-Soviet treaty, a built to deceive U.S. spy satellites. Gorbachev in their private meeting

day.

The Potenkin reference is to them were replicas of old missiles Grigori A. Potemkin, an 18th-cen- as evidence that the bogus weapons tury Russian field marsnar was built beautiful sham villages in the Russian field marshal who Crimea to impress the Russian

Soviet deception, including digging impact craters for missiles in a way to suggest greater accuracy than was achieved, has been widely suggested by U.S. conservatives in the past.

were deployed to mislead Ameri-

can intelligence estimates. As a potential source of controversy, the discrepancy was the first cloud in the otherwise clear skies of the Reagan-Gorbachev summit meeting. It followed growing criti-cism of the White House for keep-ing secret the treaty annex in which

the missile details are contained. The information could be ammunition with which crinics can attack the treaty during the Senate ratification process, and it also

senior U.S. official said Wednes-day. He cited the large number of the could cast doubt on the negotia-dummies and the fact that most of tions toward a long-range missile tions toward a long-range missile pact now under way. The 200 "training missiles" were

oot the only surprise in the Soviet statistics that came with the final treaty. Equally striking was the large oumber of nandeployed, or stored, Soviet missiles, which the U.S. official acknowledged was "on the high side" of U.S. intelligence

The Reagan administration and intelligence officials have accepted the Soviet explanation for the discrepancy in totals, the official said, noting that U.S. inspectors would

See COUNT, Page 5

More on Summit

World reaction to the INF treaty: general approval, with some dissent. Page 5. Page 5. Two iron-willed wives hold a prickly tour. Page 5. The meaning of glasnost is clouded by a Soviet crackdown on dissent. Page 5.

The Russian PR Blitz: Mr. Gorbachev Goes to Washington

By David Hoffman

Washington Post Service
WASHINGTON -- As it was distributed through the West

Wing the White House News Summary told the story of just one morning in the life of Mikhail S. Gorbachev, Soviet pitchman. The summary was dominated by oews of the Soviet leader in motion: Mr. Gorbachev predicts treaty ratification; Mr. Gorbachev fields criticism from members of Congress; Mr. Gorbachev

lectures lawmakers on Soviet imfrom Afghanistan. The list was an apt summation "He's a very modern man," said the official, who has seen the Sovi-

ing the summit meeting with President Ronald Reagan. In the view of Mr. Reagan's top advisers, Mr. Gorbachev had played a shrewd and sophisticated

game, selling himself as a new and different Soviet leader to the American public while coming across as doctrinaire in private. 'It reminds me of Walter Mon-

dale's line, 'Where's the beef?" " a Reagan administration official said after meetings on Wednesday produced no progress toward a Soviet withdrawal from Afghanimigration policies; Mr. Gorba-chev promises Soviet withdrawal bints from Mr. Gorbachev that they might.

by the Soviet leader that has been et leader at close range. "He may the talk of the White House dur- get out of town before it all

Embassy, has been more intense than the White House anticipated. "I was a little surprised by the

showmanship factor, that be wished to be as public as be was," said an official familiar with the planning for the summit meeting. "Obviously, it was not something we anticipated."

James Lake, a former Reagan campaign press secretary, said Mr. Gorhachev had shown some of the confidence and self-assuredness that helped bring Mr. Reagan to power in American

politics.
"It is the demonstration of fa-

The same of the sa

catches up with him. He's like a traveling salesman."

Mr. Gorbachev's vigorous public salesmanship, including televised appearances at the Soviet doing a brilliant job of it."

cility, openness, confidence," he said. "He's trying to prove Russian leadership is different, and be's got a big burden. But he's doing a brilliant job of it."

Starting with the hourlong in-terview with Tom Brokaw of NBC News last week, through the meetings with congressional leaders and U.S. publishers, Mr. Gorbachev has presented himself in public as a self-confident leader who

speaks spontaneously and openly. While Mr. Reagan refused to take questions from reporters in their first Oval Office meeting. Mr. Gorbachev spoke up firmly and at some length. He held himself out as a responsible and thoughtful leader when asked if he

was bringing any surprises. "I don't think that policies are spokesman, Gennadi I. Gerasi-

made with surprises," he said. "Responsible policies, particularon the basis of that, responsible decisions have to be taken."

Mr. Reagan sat silently as Mr. Gorbachev did all the talking during the photo session before their meeting Wednesday.

Questioned about the Soviet timetable for withdrawal from Afghanistan, Mr. Gorbachev held out the hope that he would get "more specific" with Mr. Reagan than he had been before. This ignited hopes that a resolution of the issue was in the works, hopes that the White House spokesman, Marlin Fitzwater, and the Soviet

mov, encouraged in their briefing. But White House officials said ly by countries such as the Soviet later that Mr. Gorbachev was less Uninn and the United States, forthcoming with Mr. Reagan have to be well thought over and, than be had been when speaking before the televisioo cameras. You don't hear in the meetings what you hear in the public com-mentary by Gnrbachev," said an administration official familiar

with the private discussions. When Mr. Reagan did take questions from four columnists, the White House made public only a few excerpts, largely without substance. Mr. Gorbachev, on the other hand, took the unusual step of inviting U.S. television into portions of his private meetings at the embassy, although the Russians turned the camera to-

See SOVIET, Page 5

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The Kirov ballet is back Page 7. in Paris. GENERAL NEWS

and rightist groups.

Prince Silvanouk canceled his talks in January with Prime Minister Hun Sen of Cambo-■ President Oscar Arias Sánchez of Costa Rica was presented with the 1987 Nobel Peace

Prize in Oslo. BUSINESS/FINANCE M OPEC adjourned its year-end meeting amid acrimony over pricing.

Dow close: DOWN 47.08 The dollar in New York: DM £ Yen FF 1.6325 1.8355 129.05 5.546

Belgium, Some Say, Turns a Blind Eye to Gulf Arms Dealing

By Barry James ternational Herald Tribine

BRUSSELS — Officially, Belgium exported only two hunting rifles to Iran last year.

Unofficially, critics say, Belgium is a busy supplier and entrepôt for arms trade with Gulf nations, despite a law banning weapons sales to belligerent countries. Making and selling arms "is a traditinn in Belgium," said Willy Kuijpers, a Belgian member of the Europe-

an Parliament in Strasbourg, France, who has been campaigning against illegal arms dealing for 15 years. A nonpartisan inquiry in the Belgian parliament has found evidence that Belgium has been breaking the law in consistently turning a blind eye in the sale or transshipment of arms to the Gulf belligerents, according to Nelly Maes, a member of the investigating

The commission was fashioned after the U.S. congressional investigation of the Iran-contra affair. "My conclusion is that our government is either guilty," Mrs. Maes said in a telephone interview, "or is guilty of being lazy and nf not knowing because they didn't want to know."

In answer to parliamentary questions, the govern-ment has consistently denied any wrongdoing. Maes is seeking re-election to parliament in the gener-

She said that if elected, her first priority will be to ping facilities but which, like Holland, has a strong

introduce legislation to clamp down on the illegal peace movement. The Flemish movement is closely arms dealers and increase parliamentary control over identified with the Roman Catholic Church. government actions.

Like Mr. Kuijpers, Mrs. Maes is a member of Volksunie, or People's Union, the Flemish nationalist party. Fighting the arms trade, she said, is a question of "saving the honor of our country."

Mr. Kuijpers, meanwhile, is hoping in get the question in the agenda of the European Parliament, where Vnlksunie has joined environmentalists and peacemovement politicians in the so-called Rainbow

In a telephone interview, Mr. Kuijpers said that there is virtually no EC control on the arms trade. Mrs. Maes said that there also is little control at the nation-

Under Belgian law, arms sales to Third World countries are to be approved by the foreign and economics ministers. But Mrs. Maes said verification that the law is being obeyed "is almost inexistent because of lack of people, lack of means and lack of

Like many things in Belgium, the arms debate cuts across the divide between the French-speaking Wal-The investigating commission stopped its work loons in the south and the Dutch-speaking Flemings in when the Belgian government fell in October. Mrs. Flanders, in the north. Most of the arms manufacturers are in Wallonia. Most of the opposition tn arms trading comes from Flanders, which has the key ship-

Jean Gol, the justice minister, spoke for many Walloons when he suggested in parliament that there were other targets for moral outrage and more important priorities than damaging one of the country's key industries. Mr. Goi represents Liège, the home base of Fabrique Nationale, an important manufacturer of

But the international arms trade knows no linguistic barriers. Its lingua franca is English, and the people involved in it include both Flemings and Walloons, according to Mr. Kuijpers. He estimated that there are at least 20 major private dealers at work in Belgium.

"You need a license to sell fish in Brussels, but anyone can set up in the arms business if he has the right contacts," said Luc Vandeweyer, a research assistant for Mr. Knijpers. There are few limits to the amount or the sophistication of the equipment that some dealers are able to offer, he said.

"John Blind," for example, is the pseudonym for a Flemish dealer who also uses the code-name of "Big

According to a copy of a telex message nbtained by Mr. Kuijpers, which he said was "absolutely authentic," the dealer recently was offering the Iraqi Embassy fuur new Hercules transport aircraft, including pilot training; seven U.S.-built Cobra combat helicop-

ters; 50,000 NATO-standard light infantry rifles of Belgian design, and an unidentified substance called "red mercury," which costs \$85,000 per kilogram (2.2

Belgium's excellent communications make it an ideal place for transshipping arms, critics say. Customs control is reported to be lax at the Antwerp and Zeebrugge harbors and at out-of-the-way airfields such as Ostend.

Henrik Berlau, vice president of the Danish sea-men's union, said that there is no West European country that does not turn a blind eye to black-market arms sales to Gulf nations. But be said that Zeebrugge plays a particularly important role in the trade and

that Danish shipping also is heavily involved. "It has a special private area for loading explosives," he said. "As soon as a ship comes in to load weapons or ammunition, they close the whole harbor area, and guards prevent people approaching. So the

authorides obviously know what is going on. The Danish parliament is now considering a bill that would prohibit Danish ships from carrying arms to belligerent countries. But until now, Mr. Berlau said, many of Denmark's medium-sized tramp freight-

ers have been used to ship weapons to Iran and Iraq.
"On the gray and black markets," he said, "you are talking of quantities from 500 to 1,000 tons, which is what the dealers can normally get their hands on, and here our ships fit in very well because of their size."

WORLD BRIEFS

Egypt Is Said to Back Arab Gulf Force

ABU DHABI (Reuters) — A Gulf newspaper reported Thursday that Egypt had offered to contribute 15,000 troops to a proposed Arab fonce to defend Gulf states threatened with involvement in the Iran-Iraq war. The daily Al-Ittihad said that President Hosni Mubarak of Egypt and King Hussein of Jordan discussed such a force last week in Cairo and ther a number of countries were involved in "intensive" contacts on the plan.

"The Egyptian troops will constitute the nucleus of the force," the

newspaper quoted an unidentified official in Cairo as saying. Egypt which has the largest army of any Arab nation, has vowed to defend Golf. states if they are drawn into the Gulf War, but Egyptian officials have said that Cairo was reluctant to dispatch troops.

In Kuwait, meanwhile, newspapers reported that a high-level Egyptian military delegation would soon visit Guif countries, and diplomats said that Cairo was interested in selling arms in the region. Nine Aris countries, including five from the Gulf, have restored diplomatic ties with Cairo after an eight-year break that followed Egypt's 1979 peace treaty

Police in Manila Defuse 2 Bombs

MANILA (UPI) — The police defused two bombs here Thursday and later seized 250 sticks of dynamite from the apartment of a supporter of the former president, Fertinand E. Marcos.

The police said the man arrested at the apartment told them that the

& Employer

Mediner

The police said the man arrested at the apartment told them that the dynamite was to have been used to disrupt a summit meeting of regions leaders in Manila next week. The authorities said one of the bombs that the police defused was found by a security guard at the Manila city had the moves came a day after Colonel Gregorio Honasan, leader of the compattempt in August, was arrested in a Manila suburb. An official that charges of mutiny and conduct unbecoming an officer were being prepared against Colonel Honasan

2 Top Foes of Ershad Are Released

DHAKA, Bangladesh (AFP) — Two top Bangladesh opposition leaders. Sheikh Hasina Wazed of the Awami League and Begum Khalida Zia of the Bangladesh Nationalist Party, have been released after a month of

bouse arrest, officials said Thursday.

Both women were detained Nov. 11, the day after their parties helped begin a series of anti-government demonstrations demanding the resigna-tion of President Hussain Mohammed Ershad and his government. The opposition has been calling strikes to press the demand, and at least 12 persons have been killed in clashes with the police.

General Ershad dissolved parliament Sunday. New elections should be held within 90 days. On Wednesday, Textiles Minister Sonil Gupta, 62, was slightly injured when a bomb was thrown at his car in Dhaka, police said. They said opposition activists were suspected.

Almost All UN Files Reportedly Found UNITED NATIONS, New York (AP) — UN officials have accounted for virtually all of the war crimes files reported missing this week, including that of Heinrich Himmler, head of the SS and Gestapo, UN

sources said Thursday. Newspapers reported Tuesday that 433 of the 8,100 files had vanished under mysterious circumstances. Most of the files were found in UN

archives, said the sources, who asked not to be identified. A few files, and as Himmler's, were elsewhere, one source said. François Giuliani, spokesman for Secretary-General Javier Perez de

Cuellar, said an investigation into the misplaced files was almost com-plete. One source said the Himmler file had been sent to Nuremberg scene of the Allied war crimes trials after World War II. Himmle committed suicide in 1945 after British troops captured him.

5 Injured by Bomb at Athens Offices

ATHENS (NYT) — Five persons were injured Thursday by a bomb planted at the Athens Chamber of Commerce and Industry in the city center. The chamber was crowded with members participating in board

An unidentified caller informed a local newspaper of the pending explosion and warned that he was giving 30 minutes notice for the evacuation of the building. But the bomb went off in the cafeteria four minutes later, before the occupants could be notified.

Elections are being held at all technical and commercial chambers in

Reagan Asks \$22 Million for Contras over this occurrence," he said. Japan's Enreign Ministry, ex-

WASHINGTON (Reuters) - President Ronald Reagan wants Congress to approve \$22.8 million to continue nonmilitary and for about two months to the guerrillas fighting to overthrow the Nicaraguan government, congressional officials said Thursday.

Representative David E. Bonior, Democrat of Michigan, who is the chief deputy Democratic whip in the House of Representatives, said the administration wanted the Senate to attach the request for the rebels, or contras, as an amendment to a bill to fund government programs beyond.

Wednesday, when a stopgap measure expires.

A \$100 million military and nonmilitary package for the contras expired Oct. I. Congress then voted less than \$7 million in humanitarian aid in the stopgap measure, which was passed because Congress has not completed work on regular appropriations bills.

BUSH: Gorbachev Visit Is a High Point for Candidate Former Aide to LaRouche Convicted

BOSTON (AP) - A former aide to Lyndon H. LaRonche Jr. was publican candidate, Senator Bob convicted Thursday of plotting to obstruct a U.S. investigation of alleged Dole of Kansas, noted the political credit card and loan fraud by the political extremist's 1984 presidential can politician. Mr. Bush joined Mr. overtones of Mr. Bush's role and Gorbachev in an enthusiastic wave said, "I'm surprised Bush didn't

Roy Frankhauser, who faces up to five years in prison and a \$250,000 invite Gorbachev to Des Moines fine, was the first defendant in the fraud and conspiracy case to stand

Mr. LaRouche, five of his political organizations and six of his aides are scheduled to go on trial Monday. Three other LaRouche aides will go on trial later and three are fugitives.

For the Record Legislation prohibiting the sale to Sandi Arabia of the most sophistical-

Democrats as well as Republicans, ed U.S. fighter plane, the F-15E, was approved Wednesday night by the Busb advisers, however, have U.S. Senate on a voice vote. The House of Representatives has adopted openly acknowledged the political gains they bope to reap from the

TRAVEL UPDATE

Air France Maintains Most Flights PARIS (AFP) - Air France said it was able to maintain flights scheduled Thursday, on the first day of a four-day strike

The airline said it was able to maintain 75 percent of long-ha and 80 percent of medium-haul flights thanks to nonstriking pilot the chartering of aircraft of other surings

the chartering of aircraft of other airlines.

Air France said it was trying to maintain most long-hand flights at least one flight a day between Paris and other European capitals A Charles de Gaulle Airport, 31 departures and 22 arrivals were capitals

Cypriot Rift Said to Imperil Air Traff

NICOSIA (Reuters) — Aircraft have come close to collision castern Mediterranean because Turkish and Cypriot air control of Cyprus civil aviation, Michael Harranean aide broke in to say, "It takes two He said Turkey unilaterally withdrew links between its continu

and Cyprus after the Turkisb invasion of northern Cyprus Cyprus controllers said on Wednesday they were unaware of a higher alert involving a Lufthansa plane which took off from Izmir in western Turkey. The alert proved to be a false alarm.

Civil aviation officials in Cyprus said they were in touch with

airline company and could get information through neighboring circuol centers, but had no direct contact with Turkey. Mr. Herodotou said Cyprus aviation authorities were willing to resume links with Turkey.

EC Warns France in Charter Dispute

BRUSSELS (Reuters) - France will be warned and could face legal

action after refusing landing rights on Martinique to Belgian charter aircraft because too many passengers on board were French, the European Community executive commission says.

A Belgian tour operator, International Aviation Services, complained

A Belgian tour operatur, international Aviation Services, complained to the commission after France refused to allow its charter flights from Brussels to land on the French Caribbean island in August. The Transport Ministry in Paris has argued that flights where more than 20 percent of the passengers were French competed unfairly with French airling. rving the country's overseas territories.

The commission said it would warn France that its decision violated that be expected talks to begin ear-the EC's founding treaty by discriminating against people on grounds of their nationality. The commission's move is the first step in a process that could end before the European Court of Justice if France refuses to accept the commission's view. It will have two months in which to justify

Arias, Accepting Nobel, Urges a 'Lasting Peace' political expression, and free elec-tions held in accord with each By Karen DeYoung Washington Post Service

OSLO - President Oscar Arias Sanchez nf Costa Rica, author of a peace initiative designed to end decades of civil war and regional conflict in Central America, was presented with the 1987 Nobel Peace Prize bere Thursday.

In a brief acceptance speech before assembled Norwegian notables, including King Olav V and Prime Minister Gro Harlem Brundtland, Mr. Arias said "we are all grateful in Central America" for an award that he said would "enhance the possibilities for success" of his peace plan.

Speaking in English, Mr. Arias said he paid "no attention to those doubters and detractors unwilling tn believe that a lasting peace can be genuinely embraced by those who march under a different ideological banner, or those who are more accustomed to cannons of war than to councils of peace."

In an apparent reference to the Reagan administration, which has charged the Sandinist government in Nicaragua with imposing a tries. Marxist-Leninist dictatorship, as well as a warning against Nicaraguan interference in the region, Mr. Arias said "we do not judge, much less condemn, any other nation's political or ideological system, freely chosen and never exported."

"We cannot require sovereign states to conform to patterns of government not of their own choosing," he said, "But we can and do insist that every government respect those universal rights of man that have meaning beyond national boundaries and ideologi-

The annual ceremony awarding the prize was held Thursday afternoon in the formal auditorium at the University of Oslo. Following speeches by Mr. Arias and Egil Aarvik, chairman of the six-member Norwegian selection committee, and presentation of a gold medal and a check for about \$340,000, the new Nobel laureate emerged with his wife and two young children. Applauded by a small crowd of Norwegians who had gathered on the sidewalk. Mr. Arias shook hands and chatted with the well-wishers.

· Mr. Arias, 46, was named as the prize winner in October. The decision by the prize committee generally was hailed, although it was criticized by some in the United States who said it was premature.

The Arias peace plan, signed by five Central American leaders in August, calls for an internal dialogue between each of the warring Central American governments and their unarmed political opposition; a cease-fire and amnesty for rebels and political prisoners; freedom of speech and other peaceful

Khomeini Is Said To Pick Successor

NICOSIA — Iran's leader, Ayatollah Ruhollah Khomeini, 85, summoned close aides on Thursday and gave them a revised political will, the Tehran radio reported.

There was no word on the content of the document, but it was reported to include Ayatoliah Khomeini's choice of a successor. The radio, monitored in Nicosia, said Ayatollah Hussein Ali Montazeri, chosen in 1985 by senior Moslem happen to them if Mr. Chung was to have influence on a Kim Young clergymen as the future leader of Iran, met with Ayatollah Khomeini afterward and discussed "various affairs of the country."

The meeting seemed to confirm Ayatollah Montazeri's position, despite speculation that the execu-tion this year of one of his relatives on murder and sabotage charges had burt his chances of succeeding Ayatollah Khomeini.



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country's constitution.

Although a Nov. 7 deadline nrigbeen delayed by the failure of governments and their armed opponents in El Salvador, Guatemala

Explaining the reasons for the committee's choice in his speech, Mr. Aarvik indicated that the comtenuous prospects for peace. The award, he said, was not only "a recognition of an achieved result in the creation and signing of the based on that plan.

"The Norwegian committee wishes, after much thought," he said, "to place the prestige of the Nubel Peace Prize in the scale to the advantage of those who struggle for democracy, for justice, for development and for the natural rights of the peoples in their coun-

hopeful for more progress when the presidents of Costa Rica, El Salvador, Guatemala, Honduras and Nicaragua meet Jan. 16, in San José, Costa Rica.

"Peace is a never ending pro-cess," he said, "It is an attitude, a

inally was set, implementation of major portions of the accord has and Nicaragua to agree on ceasefire terms.

minee was well aware of the stillaccord, but also "a moral support in the work for peace which is

Mr. Arias has said that be is

"Peace is not a matter of prizes or trophies," he said, "It is not the product of a victory or command. It has no finishing line, no final deadline, no fixed definition of

way of life. It cannot be forced on Ministry spokesman, issued an of- frontation. the smallest nation or enforced by ficial statement of regret at a reguthe largest. It cannot ignore our lar news briefing. differences of outlook or our common interests. work and live together."

(Continued from Page 1)

nnthing initially, to let the opposi-

tion take over and see what they

do," the military affairs specialist

said. "They may not have made up

their minds. There may not be a consensus on the ruling side about

Several informed analysts said

that if there was a move to call off

the Dec. 16 election, it prohably

would not occur without the

knowledge of Mr. Chun, who led

It has long been taken for grant-

ed that the army worries greatly

about Kim Dae Jung, whom many

officers regard as a Communist

sympathizer. But some analysts

about Kim Young Sam, even

though he is regarded as more mod-

erate and has gone out of his way to

reassure the army. In September,

for example, he accepted a govern-

ment invitation to watch a demon-

Tn bolster his presidential cam-paign, however, Kim Young Sam

recruited support from former

General Chung Sung Hwa, who

was ousted as army chief of staff on

Dec. 12, 1979, in a rebellion hy the

Chun group, which included Mr.

Roh. The general was later reduced

in rank to private and, some reports

According to political analysts, senior army officers who aided Mr.

Chun, or owe their present posi-tions to him, worry what might

Sam government. Especially trou-bled, it is said, are those in intelli-

gence units such as the Defense Security Command and the Presi-

Campaigning in the country's sontheast. Kim Young Sam

pledged that there would be no

reprisals, a promise also made

many times by Kim Dae Jung. But was touring. Seventeen were arrest-both men also stress the need to ed, the police said.

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dential Security Force.

stration of a new tank.

uggest that there is concern as well

the 1980 coup.

KOREA: Concern Over Military

Kwangju.

Soviets Apologize to Japan for Bomber Intrusion The Associated Press et bomber intruded into controlled MOSCOW - The Soviet govairspace off Okinawa, the Defense

President Oscar Arias Sánchez of Costa Rica embracing a

well-wisher on Thursday after he received the Nobel Peace

ernment apologized Thursday for Agency reported in Tokyo. The statement Thursday was an violating Japanese airspace and promised to ensure that such an on the part of the Soviet governincident would not happen again. Yuri A. Gremitskikh, a Foreign ment in response to a military con-

Mr. Gremitskikh said the intrusion was unintentional but necessary because of "difficult meteoro-

similar cases."

in the area of Japan. Earlier in the day, the Japanese said, government handed a strongly

worded protest to the Soviet ambassador.

an impromptu stop to shake hands

on a street corner like any Ameri-

Gorbachev in an enthusiastic wave

Among the guests Mr. Bush in-

vited to the breakfast were his New

Hampshire campaign chairman, Governor John H. Sununu, chair-

man of the National Governors As-

sociation; former Representative

Cooper Evans of Iowa, a Bush sup-

porter; Robert Brooks, principal of

a high school in Des Moines, lowa;

and Henry G. Cisneros, mayor of

A spokeswoman for a rival Re- summit meeting

San Antonio, Texas.

to the surprised crowd.

pressed dismay to Ambassador Ni-"Measures will be taken to avoid kolai Soloviev over the violation, He made no mention of the shots which came four months after the unusual admission of wrongdoing fired at the Soviet plane, nor did he Soviet Union pledged to exercise explain why the jet was operating caution after an air violation in northern Japan, a ministry official

Prize at the University of Oslo, as Willy Brandt, a former

prize winner and chancellor of West Germany, looks on.

A Soviet Tu-16J Badger flew into Japanese airspace over the southern island of Okinawa twice on

Asked whether he was playing politics by inviting the lowa and

New Hampshire guests, Mr. Bush smilingly intimated that since Mr.

Sununu had been elected to the

gnvernors' association post by

the suggestion was incorrect.

for a fund-raiser."

The Soviet side expresses regret European and Oceanic affairs in cials said.

(Continued from Page 1) about U.S. concerns in the Gulf and in Afghanistan, and had ex-

pressed a personal desire to "build

(Continued from Page 1)

the superpower nuclear arsenals,

Mr. Gorbachev said "the percent-

to eliminate two entire classes of

The military specialist, referring to senior army officers, said, "If I were in their position, I would be on the progress" of the summit meeting. in the larger breakfast session, Mr. Gorbachev said many in the Soviet Union were afraid to rely on **■ Washington Warning** the United States as a source of Neil A. Lewis of The New York Times reported from Washington: food. Mr. Bush said there was a widespread recognition" in the

United States that grain and food "should not be a political weapon." A U.S. State Department official warned on Wednesday against ef-forts to subvert the South Korean Later, Mr. Bush and Mr. Gorbachev were traveling to the White House when the Soviet leader made The official, Gaston J. Signr Jr. the assistant secretary of state for Asian affairs, said that any group

Korean government and the mili-Mr. Sigur, whose words are closely followed in South Korea, also alluded to the opposition in his message when he said that all participants in the balloting should be prepared to accept the results. He said the losers should peacefully

More than 60 people were in-

jured, some seriously, in violence in Chonju and Kunsan as Mr. Roh

that tried to interfere with the elec-

tions would risk American con-

demnation. His warning appeared

to be directed largely at the South

On Wednesday, two Japanese jet

several warning shots when a Sovi-

investigate the Chun coup and the

massacre by soldiers that it pro-duced in May 1980 in the city of

assume the role of an opposition.
The victor, Mr. Sigur said, will have to broaden his political base, be it either a candidate from the governlong marathon at all stages of the lunch. quest for compromise and new apment or opposition. He also repeated the Reagan administration's insistence that it fa-

thanks for the peace movement "whose actions stimulated the polivors no side. ■ Roh Rallies Disrupted

Thousands of supporters of Kim these two classes." Dae Jung battled riot policemen Thursday and disrupted campaign On his way back to Moscow, Mr. rallies of Mr. Roh, United Press Gorbachev is to stop in East Berlin, where he was to brief his Warsaw cussions. International reported from Chon-

> The twn leaders' appearance on the White House lawn for their withdrawal from Afghanistan, per-farewell statements came after a haps in exchange for an end to U.S. morning in which talks between aid to the Afghan rebels.
>
> Mr. Gorbachev and Vice President . Mr. Shultz's early-mnrning visit George Bush at the Soviet Embassy to the Soviet Embassy came after

the summit talks was expected lat-

Then, running 90 minutes be- H. Nitze, and then met with Mr. hind his timetable, Mr. Gorbachev Shevardnadze at the embassy for stopped his motorcade on the way 45 minutes. to his final talks at the White Mr. Shultz's visit to the embassy.

SUMMIT: 2 Say Good-bye After Setting '88 Meeting INF treaty affects only 4 percent of ished passers-by.

Arriving at the White Hnuse. Mr. Reagan told Mr. Gorbachev, ages don't really matter. What does "I thought you'd gone bome." "I had a chat with a group of matter is that we have opened a new phase in the real process of Americans who stopped our car," nuclear disarmament by agreeing the Soviet leader replied.

About 20 minutes after the two leaders entered the White House. Mr. Gorbachev paid tribute to they left the Oval Office for a fivethe superpowers' respective allies minute stroll around the driveway who took part throughout this circling the South Lawn before As the summit meeting neared

its end, Raisa Gorbachev, the Sovi-And he also had a word of et leader's wife, said the meetings between Mr. Reagan and her busband and the treaty they signed ticians in the various countries and represented "the victory of both the urged us on to finding a solution American and Soviet peoples." Officials said Mr. Gorbachev's and concluding a treaty on the Officials said Mr. Gotbachev's elimination of nuclear missiles of 90-minute delay in arrival was by agreement between the two sides

be briefed" before their final dis-In addition to arms control, Pact allies. A final communiqué on there had been hopes that Mr. Rea-gan and Mr. Gorbachev might agree on a details of a Soviet troops

to give the twn leaders a chance to

were unexpectedly interrupted afwere unexpectedly interrupted after Secretary of State George P. past midnight on details of a possiShultz and the Soviet foreign minble agreement reducing strategic
ister, Eduard A. Shevardnadze,
missiles by as much as 50 percent,
held an unscheduled round of
He received a report from chief U.S. arms control specialist, Paul

House for handshakes with aston- coupled with Mr. Gorbachev's delay in arriving at the White House, created an atmosphere of mystery reminiscent of the summit meeting in Reykjavik, Iceland, in October 1986. The final hours of that meeting produced an exchange of arms control proposals on long-range weapons but ultimately broke up without agreement.

Mr. Gorbachev, whn met with Mr. Bush and other U.S. guests at the Soviet Embassy, was asked whether he would end the Soviet occupation of Afghanistan. "I think it's possible, but you need two people," be said. A Soviet

Mr. Reagan and Mr. Gorbachev awaited word from aides on whether there was sufficient progress toward a second arms control agreement tn anticipate a summit meeting in Moscow in 1988 in the closing months of Mr. Reagan's

We see a little progress here and there, but they are tough issues," said Mr. Shultz, who was to fly to Brussels on Thursday night to brief North Atlantic Treaty Organiza-tion allies at the annual NATO defense ministers' winter council. Mr. Shultz had said earlier that there was "general agreement" nn a Moscow summit meeting, but only if there are assurances that "some-

thing important is to be done." He said in a televised interview advantage in conventional forces in

(AP, IHT, Reuters) its ban.

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New York Times Service SAN FRANCISCO — After nearly a decade in which San Francisco stressed the effort to build up its commercial center, its neighborhoods have ris-

That revolt swept in a new mayor Tuesday, a liberal and neighborhood advocate named Art Agnos. He is a former social worker and marriage counselor, a Greek immigrant bootblack's son who arrived on a bus from Massachusetts in 1966

Twenty-two years later, at 49, he has astonished California's political establishment by winning the city leadership with 70 percent of the vote.

Mr. Agnos, who only two months ago had been given little chance of winning, captured every neighborhood, including conservative ones, in the election represents a return to the liberal epoch one won a majority in the Nov. 3 vote, Mr. Agnos won not only the liberal working-class neighborhood.

FBI Links

Ex-Employee

-CAYUCOS, California - The

FBI said Thursday that it was vir-

tually certain that a fired airline

employee had caused the crash of a jelliner in California on Monday.

threatening note, found in the wreckage, that the employee had

written to his former supervisor.

cal that we end up like this," said the note David A. Burke wrote to

Raymond F. Thomson on an air

sickness bag. "I ask for some leniency for my family, remember. Well I got none and you'll get

Richard Bretzing, the agent in charge of the FBI office in Los

Angeles, said Mr. Burke, 35, would

have been charged with air piracy

grand murder if he had survived the

Flight 1771.

crash of Pacific Southwest Airlines

both died in the crash, along with 41 others. Mr. Thomson, 48, had

been Mr. Burke's supervisor at

USAir, which owns Pacific South-

west Airlines, and fired him for

allegedly stealing money.

Mr. Burke and Mr. Thomson

The bureau also released a

"Hi Ray, I think it's sort of ironi-

With Crash

Of Jetliner

runoff against John Molinari, a city supervisor and third-generation San Franciscan endorsed by Mayor Dianne Feinstein, who was ineligible to Mayor Dianne Feinstein, who was ineligible to This is a whole oew era," said Mervin D. Field, Heights and the area west of Twin Peaks, sections serve a third term.

Mr. Agnos's victory, with a left-of-center agenda of affordable housing, stronger tent controls and opposition to making San Francisco home port to the battleship Missouri, was widely taken as heralding the end of an era dominated by the city's role as an international business center, during which its skyline grew dramatically.

The election result was seen as ushering in a period in which government would tend more to the needs of the working and middle classes, who feel besieged by rising housing costs and other

Poll. "It demonstrates San Franciscans are oot hoped to carry, that concerned about being a world-class city. It is A key to Mr. Agnos's success was a passionate

deficit next year of at least \$85 million, and whether he can reach an accommodation with the still environmentalists, union members and police offi-powerful business leadership.

Two months ago, Mr. Agnos, a state assembly-

In the runoff election Tuesday, held because on prohibitively expensive.

At first, Mr. Agnos said, the San Francisco

At first, Mr. Agnos said, the San Francisco

director of the San Francisco-based California that the more conservative Mr. Molinari had

corps of neighborhood backers, a precinct organi-The big questions now are whether Mr. Agnos zatioo quietly developed oo a scale never before can deliver on his promises in a city that faces a seen in San Francisco. Nearly 2,000 volunteers were involved, including homosexuals, feminists,

In late September, Mr. Agnos unveiled a "please man who represented the less affloent eastern portions of the city, was well behind Mr. Molinari in the polls and given only a remote chance of victory.

Things Done," which presented a vision of the city's future that Mr. Molinari condemned as

"money people" shut him out. He originally raised

dia, announced on Thursday that minister met for the first time last

he had canceled plans to meet in week in a village 60 miles (100 kilo-

January and April with Prime Minmeters) northeast of Paris, their ister Hun Sen of the Vietnamese talks were considered a break-

backed Cambodian government to through in efforts to end the guer-continue talks aimed at ending that rilla war. At the time, they issued a

nation's nine-year guerrilla war. joiot communiqué sayiog they
After having held three days of would meet in France next month

amicable meetings with Mr. Hun and in North Korea in April. Asian

Sen last week, Prince Sihanouk sent diplomats said Prince Sihanouk him a telegram saying that it would bad changed his mind to help pressure the other guerrilla faccions to

are part of his anti-government co- lo the joint communique, the

hoods, such as his own Pottero Heights, but conservative and wealthier sections, such as Pacific Heights and the area west of Twin Peaks, sections from homosexuals impressed by his backing of that the more conservative Mr. Peaks, sections homosexual rights measures in the California Leg-

> Mr. Agnos, the father of two young boys, is the object of almost cult-like adoration from his sup-porters. His grass-roots effort was unusual in an age of television politics, and perhaps still possible only in such a compact city.

He said he viewed the city as a family and likened his job to that of a family therapist.

"I try to find a common ground, a common solution we can both agree on." he said. "San Francisco is a world-class city. But it is a small city and the leader must understand the special dynamics of a family-sized city."

Mr. Agnos takes over Jan. 8 from Mayor Feinstein, who is contemplating a run for governor.

participation of the other guerrilla

factions. Several diplomats also

said that by oegotiating by himself with the Vietnamese-backed gov-

ernment, he appeared to be rein-

forcing it as well as the Vietnamese

Displaying quite a different tone

from last week, Prince Sihanouk said on Thursday in a letter to the

French press that Mr. Hun Sen was

merely a "valet" to the Vietnamese. In a posiscript to his telegram — which he made public — Prince

Sibanouk said efforts at national

reconciliation would be difficult

hang visiting relatives.

Near the end of the day, a report-

Reap, was approached by a young

house is only a hundred meters

BAUME & MERCIER GENEVE Khmer Rouge and the oon-Communist Khmer National Liberation would not be able to bring peace

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Haitians returning to work in a Port-au-Prince market after a two-day general strike ended.

Regional Leaders to Meet Haiti Chief

The threatening note from Mr. PORT-AU-PRINCE, Haiti -Burke was found on the hillside in central California where the jet crashed Monday afternoon after the crew reported hearing gunshots. A handgun was recovered from the crash site on Wednesday. "There is evidence to believe that cott them.

of guidance to give.

weeks' time."

held oext month.

David Burke was involved in the destruction of PSA Flight 1771," "We will establish contact and Kevin Kelly, an FBI agent, wrote in an affidavit released Thursday. . . Federal sources, speaking on condition that they not be identiton, Jamaica, for the meeting with major role in the next elect repilot and copilot may have been General Henri Namphy.

shot. One source said gunfire could Mr. Mitchell described the visit . be heard on the tape from the flight as a "fact-finding mission" to pre-pare the way for future dialogue. ecorder found in the wreckage. It is possible there was an explo-

sion on board the jet before it crashed, Howard Paulsey, an FBI agent, said in another affidavit. At the crash site, searchers fo-

cosed Thursday on a crater 10 feet (three meters) deep that the aircraft had dug in a wooded hillside. The authorities believe much of the wreckage and human remains are buried in the pit, which contains three of the aircraft's four engines.

CBS News quoted sources Thursday who said the cockpit re-cording contained a discussion of gunshots on board the airliner. The network quoted a flight attendant as saying, in an excerpt from the cockrit conversation contained on the flight recorder, "We've got a problem bere."

Another voice responded, "I'm the problem," the network said.

■ New Election Date Set

tions flew Thursday to Haiti to presidential election in 30 years, confer with the military leader after the government announced the government announced plans Wednesday that it was planning ter the elections. for new elections and major presi- another attempt at elections on dential candidates vowed to boy- Jan, 17, The Associated Press reported from Port-au-Prince. The government said that on Fri-

"We will establish contact and learn just what is going on in his day it would name a new Electoral ed constantly with the council and refused to provide it with protections. Mitchell of St. Vincent and The The announcement made it clear tion or administrative support, Grenadines before he left Kings- that the government plans to play a even after arsonists gutted its head-

the military leader, Lieutenant rather than concede authority to an independent civilian body. This is almost certain to lead to

more political turbulence in Haiti. Earlier indications that the gov-We cannot impose on them," he erument and the 7,500-man army said. "It is just to know what type that backs it would be heavily involved in a second attempt at elec-"Right oow, they have never ex-perienced democracy and we can-not see democracy there in a few candidates and a wide range of civ-

ic and religious groups. The delegation was led by Prime Three leading presidential candi-Minister Edward Seaga of Jamaica. dates announced that they would The delegation was led by Prime He recently expressed his support not take part in an election confor free elections in a letter to Hai- ducted under the auspices of the tian presidential candidates. army-dominated provisional gov-

idential elections on Nov. 29 ernment. were called off after 34 people were
A fourth candidate, Sylvio C. killed in violence at polling places. Claude, a 53-year-old Baptist min-

The army-dominated provision ister, said in an interview that he al government then ordered the ci-cudorsed the action of the three vilian Electoral Council to disband others. and said new elections would be But be said he had refused to join them in working as a unified oppo-The junta was blamed for not sition force because they had been

the government resign.

protecting the public from the elec- unwilling to match his demand that

As envisioned by the drafters of Haiti's latest constitution a nine-Eleven days after the violent dismember civilian council, appointed Leaders from five Caribbean na- ruption of Haiti's first effort at a by various civic and religious groups, was to write an electoral law, set election dates and adminis-

elections that were aborted Nov.

This procedure was used in the

The three candidates who said

they would not take part in elections organized by the government are Gerard Gourgue, 61, a buman rights advocate; Mare Bazin, 55, an economist, and Louis Dejoie 2d, 59, a businessman. They made the statement as

stores and offices in the capital resumed oormal operations after two days of strikes protesting the canceled election. The elections were canceled after

34 people were killed in attacks on

polling places.

The show of unity by three rival candidates was an attempt to strengthen an opposition that has rarely been able to work together and has been fragmented and intimidated by weeks of violence.

The government appears to have ignored the strike, and opposition leaders say they are not sure what to try next.

Many Haitians said they sympathized with the strike but could not afford to take part.

Prince Sihanouk, who leads the guerrilla factions to join the talks, unless the Vietoamese-backed Phnom Penh regime as well as the Cambodian resistance, said, how- out they said they would meet ever, that he would agree to meet again even if those factions did not guerrilla coalition dissolved, making way for a non-aligned, non-Mr. Hun Sen "in the framework of join them. a four-party Khmer meeting that Asian diplomats said the prince Communist state. He said it would included the Chinese-backed recognized that any further talks have to be a liberal democracy.

two said they wanted the other

Sihanouk Cancels Hun Sen Meeting

munist Khmer National Liberation

When the prince and the prime

Amid Desecration and Grief, the Long Struggle Goes On

In Placid Cambodia, Fear Still Lurks

By Barbara Crossette

By Sreven Greenhouse New York Times Service

nouk, the former leader of Cambo-

alition join the discussions.

PARIS - Prince Norodom Siha- Froot.

unless two guerrilla factions that join the talks.

New York Times Service PHNOM PENH, Cambodia ~ begins. Nuns deep in prayer and meditation pace ruined porches, passing twisted fences and the rubble of Khmer Buddhist art strewn over grass and garden.

The nuns are poor, they are growing old and most of them are widows, widows of a singular fate. The Khmer Rouge, the Cambodian Communists who terrorized and brutalized the nation from 1975 to 1979, killed their husbands and

ries of their civilization. Like many Cambodians encountered by chance in travels around to await death. this battered country, the nuns at Wat Sambuor Meas do not have a Dharma," she said. "That is all I place in propaganda museums, nor

can they pause in comfortable exile to write cathartic books. Instead, they fight lonely battles with grief, deprivation and a new government that is in many ways as xenophobic and suspicious of its own people as the one it replaced.

The ouns, like other Cambodians, cannot communicate, except surreptitiously, with relatives in the West who could ease their burden. Here and elsewhere, their temples remain unrepaired and bereft of monks - some monks were slaughtered in 1975 when they refused to remove their religious robes. Boys are still forbidden to become novices, and no adult may enter the

monkhood until age 50. The mass killings have stopped forced labor has been curtailed, although not eliminated, and no one destroys temples as Pol Pot's followers desecrated Wat Sambuor

But where there is any significant restoration of urban life now, it is

Off the Agenda:

Gorbachev Stops

mostly ad hoc and private, resi- the local authorities who control dents say. The situation is similar access to foreigners, the visitors at temples, At Wat Sambuor Meas, were oever allowed to see Dith new religious murals were painted Samproenth, who was variously re-Meas, a once glorious temple a few miles south of here, a silent drama devotion.

The devotion of here, a silent drama devotion. The nuns, who live in small mo-(maybe farther), or teaching school, or temporarily in Battam-

nastie buts with scant possessions, have returned to Buddhism in their struggle to make peace with the past and come to terms with the er, on the point of leaving Siem

"I am getting older and older stranger who had no part in the and have nothing to hope for but dispute over the visit, the next life," said Phork Orn, who "I know who you the next life," said Phork Orn, who is 62 and the only member of her where she is," he said softly. "Her family to survive the Pol Pot gov-house is of ernment. Her husband and two from here." children while vandalizing the glodier, were executed. She came to away, he said, "I am sorry." Wat Sambuor Meas two years ago r

In Psar Depot - a poor shabby part of Phnom Penh, a city that cootinues to deteriorate under heaps of garbage, broken pavement and the skeletons of cars—another survivor, Kong Than Tha, 28, puts on a rented wedding coat to start

his life anew. Tha was a teen-ager when his family died around him. With no one to help him, he is rebuilding his world slowly, piece by piece. When he had borrowed and

saved enough from his pay as a sawmill worker for a down pay-ment on his marriage to Kim Sokha, 25, he sent away to Kompong Speu, 40 miles (65 kilometers) to the southwest, for a Pali scholar who once knew his father.

The scholar, Achar Sten Chhang, 65, said he was happy to come up by bus to officiate at the marriage, which took place in a small shop cleared for the occasion.

"The ceremony was completely Buddhist," the scholar said with satisfaction when the deed had been done and relatives began gathering for dinner spread alop metal tables on a sidewalk. "Most

of our marriages are Buddhist."

The small shop that served as the wedding chapel belongs to the bride's brother.

"There are so few young men left that a girl's family is happy to find a husband." a wedding guest ex-plained. "They don't mind helping with the expenses."

Cambodia is encouraging tourists to come back to the thousand-year-old temple complex at Ang-kor, which includes Angkor Wat, one of Southeast Asia's greatest architectural masterpieces.

recently tried to meet for only a few minutes with a resident of the nearby .own of Siem Reap, some dark fears and tensions hidden behind the town's placid exterior were suddealy exposed.

With an interpreter behind him, Mr. Gorbachev stepped up to the first woman he saw, shook her

"My people are pushing me very hard to come to a better under-

bolted to the balcony of his bistro barking: "Come on up and have lunch! We have borscht!"

To Shake Hands

to a halt at noon on Thursday. In an instant, there was hysterical buzzing around it and security officers began shouting to the crowds:
"Keep your hands out of your,
pockets!"

hand and said: "Hello, I'm glad to be in America. I'm glad to be friends with all of you." The Soviet leader spent two min-utes waving and shaking hands. Calm amid the crowd's giddiness, Mr. Gorbachev told one passer-by.

standing of the American people." When a restaurateur saw what was going on down on the street, he

WASHINGTON - Mikhail S. Gorbachev's limousine screeched

But when two visitors to Angkor

Dith Samproeuth, the sister of Dith Pran, a New York Times photographer whose story was told in the movie "The Killing Fields," lives in Siem Reap. He wanted to be assured that she was well after the death of their mother a few months ago.

Despite a request through the Foreign Ministry and a petition to

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Mikhail S. Gorbachev waving to a crowd in Washington on way to the White House to meet with President Ronald Mikhail S. Gorbachev waving to a control of the Reagan and getting out to shake hands with bystanders. Thursday after unexpectedly stopping his motorcade on his

the second with the state of the least of the second secon

Khomeini Is Said to Pick Successor

NICOSIA — Iran's leader, Aya-tollah Ruhollah Khomeini, 85, summoned close aides on Thursday and gave them a revised political will, the Tehran radio reported. There was no word on the content of the document, but it was

reported to include Ayatollah Khomeini's choice of a successor. The radio, monitored in Nicosia, said Ayatollah Hussein Ali Montazen, chosen in 1985 by senior Moslem clergymen as the future leader of Iran, met with Ayatoliah Khomeini





By John H. Cushman Jr. New York Times Service

ABOARD USS FEARLESS U.S. Navy vessels searching for mines in the Gulf will soon be equipped with underwater robots that will greatly enhance their ability to find mines, according to officials on one of the wooden-hulled minesweepers.

Commercially available submersibles known as Super Sea Rovers, carrying cameras and sonars, will enable the minesweeper Fearless now in the Gulf and her five sister ships to pinpoint and identify moored explosive mines without running the risk of sending divers out in rubber rafts to examine sus- above a barge that sank years ago. picious objects that might be

On Wednesday morning, the American minesweepers were an-chored in the central Gulf for a respite from weeks of bunting and destroying mines farther north, in the vicinity of Farsi Island, where Iran maintains a military base and has been observed laying mines.

The captain of the Fearless, Lieutenant Commander John K. Ross, 34, of Savannah, Georgia, said he believed those waters had been "pretty close if not completely cleared" of mines. But months of continuing operations to prevent ships from hitting mines lie ahead.

The mines found by two ships, the Fearless and the Inflict. appeared to have been laid months before and were covered with toches of marine vegetation, he said.

Six U.S. journalists were taken aboard the Fearless for a day as a pool representing various news organizations. Under Pentagon rules, reports were reviewed by U.S. military authorities to prevent disclosure of military secrets.

Officers of the Fearless said the 35-year-old minesweepers had been painstakingly mapping the

Gulf (about 250 feet, or 75 meters virtually anything lying on the bot-tom or floating near the surface.

One crewman at a sonar scope said the instruments listened to echoes and painted a picture of the waters in much the same way that an obstetrician's sonogram detects a fetus floating in the womb.

The sonar signals can be deceptive. One day the crew of the Fear-less found what looked like a cluster of mines moored to the bottom. Divers swam deep into the sea, only to discover that the presumed mines were tires floating by ropes On another occasion, U.S. Navy

men recalled, the divers moved gin gerly toward real mines, left explosives behind and blew up the mines in spectacular plumes of water that killed hundreds of fish.

"We had plenty of fish," a sailor said. "We had some good red snap-

But several of the 75 crewmen and 7 officers on the Fearless also spoke of the tension and fear as the ship crawled through the mine field. Three black silhouettes painted alongside the bridge mark the three kills recorded so far by the

"The crew members know that if they mistake a mine for something else during a search, it could be a devastating mistake. The new underwater robots are supposed to reduce that risk.

The Super Sea Rovers are equipped with color television cameras and sonar equipment and swim ahead of the 194-foot-long minesweepers as they move slowly through waters where mines might be found. Cables relay images back

to the ship electronically. A larger, more sophisticated and

relatively shallow waters of the mncb more costly submersible known as the Mine Neutralization deep) with sonar sets that detect System is to be deployed on the new Avenger class of U.S. mine-sweepers, officials said.

But the older American minesweepers, pressed into activity after the Kuwaiti tanker Bridgeton, flying the American flag and escorted by United States warships, hit a mine near Farsi Island in July, bave never been equipped with this kind

Until the Gulf escort operation vaulted minesweeping into sudden prominence, this aspect of naval warfare was, in the U.S. Navy, something of an orphan.

■ Australia Divers Stand By

Australia, citing its trade toterests, announced Thursday that it was putting naval divers on standby for mine-clearing in the Gulf, Reuters reported from Canberra. The Australian defense minister,

Kim Beazley, said the decision did not signal an end to the country's policy of neutrality in the Gulf War but was intended to help protect Australian shipping or vessels car-

rying Australian cargo.

After special training in Britain, a team of 20 experts to defusing mderwater mines will be on call in Australia to go to the Gulf, where the divers would be attached to a British Royal Navy unit for up to s year initially, Mr. Beazley said. Both Iran and Iraq are major markets for Australian wheat.

■ Tanker Sinks in Gulf War The 89,129-ton tanker Norman

Atlantic sank to the Strait of Hormuz on Thursday four days after it was set ablaze by Iranian gunboats, United Press International reported from Manama, Bahrain. It was the first tanker sunk by Iran since the war on Gulf shipping erupted

Israelis Kill A 2d Youth MR 15111 VO.TO

General AL

put some l

Palestinians throwing stones at Israeli soldiers Thursday in Gaza. Rioring spread in the occupied Gaza Strip and West Bank following the killing of a youth Wednesday by Israeli troops at the Jabalya. refugee camp. Another youth was killed by troops Thursday in Nablus. The clashes followed by a proposal by Foreign Minister Shimon Peres that the Gaza Strip be demilitarized and that its Jewish settlements be removed.

Report Links Nasser's Son to a Terrorist Group

By John Kifner New York Times Service

CAIRO - Reports that Gamal Abdel Nasser's son has been involved to a clandestine leftist terrorist cell have embarrassed the Egyptian authorities.

The underground organization, known as Egypt's Revolution, has claimed responsibility for the killiog of two Israeli Embassy officials in Cairo in August 1985 and March 1986 and an attempt to kill the security chief of the U.S. Embassy and an aide to May.

Rumors concerning the possible involvement of Khaled Nasser, the eldest son of the pan-Arab nationalist hero, have been circulating to

the anniversary of his father's death in 1970. Earlier in September, after sever-

al arrests had been made to connection with the ambush of the U.S. officials, an Egyptian court issued a stay away. ban forbidding any mention of the case in the local or foreign press.

The current issue of the government-owned weekly magazine Al-Mussawar, however, has broken the ban with a clear reference to "one of Nasser's sons" in an editorial calling for his extradition and questioning

diplomatic, political and intellectual circles here for several weeks.

Mr. Nasser was conspicuously absent at the annual family memorial gathering on Sept. 28, marking the annuary of his fails.

Mr. Nasser, a businessman who ed involvement of Mr. Nasser with is in his 40s, has been in London the clandestine group. They've got a big problem. These people put reports circulating in Cairo. It is not clear whether he left before or Gamal Abdel Nasser, the main after the arrests in the embassy shooting case, or whether the government aided his departure, but it is widely reported that the anthorities have passed word to him to

> The arrests took place shortly before the October referendum to re-elect President Hosni Mubarak. The disclosure of allegations connecting Nasser's son to the revolunonary group could have been highly embarrassing.

force behind the army coup that overthrew King Farouk in 1952, was a hero to Arabs in the 1950s and early '60s with his nationalization of the Suez Canal and his brand of grassroots socialism and Arab nationalism still known as Nasserism. Although time and events have somewhat tarnished his legacy, he is still revered by many.

In breaking the court ban, the editor of Al-Mussawar, Makram Tis a real dilemma for them," a Mohammed Ahmed, wrote: "The ed incident, after he had criticized

tions point to one of Nasser's sons who had a role, the least of which could be complicity, if not accesso-

"It seems some members of Nasser's family believe that Nasserism can be inherited by his sons," Mr. Ahmed wrote. "We expect the prosecutor to order the arrest and the extradition of the accused if the charges reveal that he knew those whom he met several times were

earlier this year by Moslem fundamentalist extremists in an unrelat-Western diplomat said of the reput-tragedy in the case is that all the their activities in Al-Mussawar.

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Bullette CA-Manage

lowing: U.S. intermediate-range missiles into Europe and then letting them go, West Germans are greeting the U.S.-Soviet disarmament treaty with a mixture of relief and anxiety.

An immediate continued to trophe among European nations." China's top foreign policy strategist, Huan Xiang, said the Reagan-Gorbachev summit meeting indicated that the era in which the United States and China joined to gether in conference in An immediate concern was that the U.S. Senate might not ratify the treaty, which eliminates mediumand shorter-range nuclear missiles. Mr. Huan said in an interview in Washington that he believed the two superpowers were both driven toward negotiating reductions in That, said Horst Telischik, foreign affairs adviser to Chancellor Helmut Kohl, "would be disastrous." ouclear arms by internal economic difficulties. "Everyone would say there's oo

World Reaction:

ical and psychological repercus-

no chance at all now for any arms

am personally terrible disturbed by

this treaty," said Jürgen Todenhofer, who resigned a month ago as

spokesman for the Christian Dem-

"Nuclear weapons were brought in in the first place in the 1950s to act as a shield against a conven-

tional war of swords, as a deter-

down the shield without having

Prime Minister Margaret

Thatcher of Britain said in an inter-

view on Soviet television that the

the future. And second, the person-alities concerned are all right for

the times - and the times are all

Echong Mrs. Thatcher, a Soviet government spokesman, Yuri Gre-mitskikh, said, "It is that rare occa-

sion when statesmen, political lead-

ers, public figures across the world

and ordinary people are of one

mind in expressing approval of the

The Communist Party daily

Pravda said that although the

agreement affected only 4 percent

of U.S. and Soviet arsenals, "this

step contributes to strengthening

security for the planet overall and

reduces the fear of a nuclear catas-

New York Times Service

Gorbachev paused for a moment

on her tour of the White House

when a reporter asked whether

she would like to live in such a

place.
"It's an official house," she

said. "I'would say that humanly

speaking a human being would

like to live in a regular bome. This

Before she could say much

more, Nancy Reagan interrupted.

taking her elbow and steering her

toward the imposing marble

mantelpiece in the State Dining

Room. "But I want to show you

something I really like," Mrs.

Reagan said.
On Wednesday, it was Mrs.
Reagan's day to play hostess and
Mrs. Gorbachev's day to be the
gracious guest. But Mrs. Gorbachev seemed determined to up-

stage her. While their busbands were

smiling and already calling each other "Ron" and "Mikhail," their

strong-willed wives remained

locked in a verbal tug-of-war that even official interpreters could do

From the first stop on the White House tour, when Mrs.

Reagan pointed ont a rather ethe-

real portrait of Pat Nixon, the

wife of President Richard Nixon,

Mrs. Gorbachev made it clear

that she wanted to set the agenda.

trait of Lady Bird Johnson, the

wife of President Lyndon B.

Johnson, the former professor of

Marxist-Leninist theory assumed

a teacher's tone and asked: This

picture that we face, to what cen-

Swinging away toward a por-

little to disguise.

is a museum.

WASHINGTON - Raisa

blunted the sword."

right for us."

historic step."

ocrats' disarmament committee.

control."

General Approval,

But Some Dissent

Some scholars and political anachance left for agreement at all," he said. "There would be serious pointlysts have contended that China would be threatened by the pros-pect of improved relations between Moscow and Washington, Mr. sions - everyone would say there's Huan, strategic planner for the Chinese State Council, rejected this

whelming support for disarmament among Germans, but this is not shared by some of the experts. "I shared by some of the experts." Eager to dispel the impression of lingering European uneasiness over the treaty, Lord Carrington, secretary-general of the North Atlantic Treaty Organization, said on the eve of a meeting of alliance foreign ministers that "Americans must not misunderstand European atti-

> "The European governments are all in favor of the agreement," he

NATO officials said, bowever, rent," he said. "Now we are laying that the positive outlook at their meeting could be spoiled by West German disagreements over the issue of short-range nuclear missiles, with a range of up to 300 miles (500 kilometers), which are not covered agreement marked "a new era in by the treaty. two ways."
"First," she said, there is "the achievement and the promise for

With the removal of the intermediate- and shorter-range weapons, the West Germans are feeling vulnerable as the potential target of remaining short-range and battlefield weapons.

But other NATO members, notably the United States and Britain, want drastic cuts in Soviet conventional forces before any separate negotiations on cutting short-range nuclear missiles.

In France, conservative oewsp pers kept up their criticism of the treaty. În Le Figaro, François Léothe minister of culture, described the treaty as "useless and even dangerous for European secu-

Iron-Willed Wives Hold Prickly White House Tour



At dinner at the Soviet Embassy, Mikhail Gorbachev toasts: "Until we meet in Moscow."

Caviar, Vodka and Diplomatic Code

By William J. Eaton optimism," Mr. Gorb
Los Angeles Times Service "At the same time, in
WASHINGTON — Mikhail we remain far apart."

and Raisa Gorbachev hosted a lav- Yet be said the Soviet people ish dinner at the Soviet Embassy knew how to appreciate generosity for Ronald and Nancy Reagan that and friendly words, adding: "Peace climaxed with the Kremlin leader and cooperation are much wiser breaking his tectotaling tradition to than confrontation and unfriendlicordially raise a glass to the presi-dent and toast: "Until we meet in Moscow."

Mr. Reagan, for his part, recalled the Soviet-American victory over

good" earlier in the day, used his thanksgiving."
formal, 10-minute toast Wednesday evening to signal that serious Reagans and about 70 other guests,

(NYT, WP, LAT, UPI, Renters) portant issues, and this is cause for edge of the crowd, ostensibly propies, plum cake, coffee and tea.

optimism," Mr. Gorbachev added. viding security in an embassy al-"At the same time, in some areas, ready heavily guarded by U.S. poon the normally busy street out-

But Mr. Gorbachev, who had de- Nazism at the close of World War scribed his summit meetings with II that he said united the people of President Reagan as "so far, so both countries in "exultation and

differences remained on substan-including many from Congress and tive issues. The Soviet leader said the White House, that included the talks were taking place in a gobs of caviar and cases of vodka "frank and businesslike atmo- and champagne. The event includ-sphere"—apparently using Krem- ed a performance by Yelena lin diplomatic code words for dis- Obraztsova, a Bolshoi Opera star. The Soviet gals was marked by

was built, Mrs. Reagan apparent-

ing it to Betty Monkman, the White House assistant curator, to

tell Mrs. Gorbachev the dates -

"What a big help I am," Mrs. Reagan said to reporters with a

At times, Mrs. Gorbachev

seemed more interested in the

television cameras than in the

tour or her bostess. She greeted reporters with a cheery "Good morning," the only English she used during the day.

Turning toward the cameras, she told Mrs. Reagan, "I invite you to come to Leningrad and to

Moscow because you know how

Mrs. Reagan, unwilling to vent

her displeasure with her guest, lost her patience instead with the

reporters who kept asking Mrs.

Gorbachev personal questions

When one reporter asked Mrs. Gorbachev whether she would go

shopping, and Mrs. Gorbachev said no, Mrs. Reagan snapped,

"I'm not going to be able to show her the rest of the bouse."

And when Mrs. Gorbachev

spoke at length about Soviet edu-

cation after a reporter asked

whether she had studied Ameri-

can history and English before

the trip, Mrs. Reagan interjected.

Regrettably, we have to move

An unstoppable Mrs. Gorba-chev refused to budge.

Still, the two women were care-

rich those cities are."

and delaying the tour.

1792 to 1800.

The fare continued with consomme and Solyanka fish soup, baked fish and lamb shish kebab, finish-It is my impression that we have dozens of large men wearing dark ing off with raspberry parfait, made headway on a number of imsuits and dark looks hovering at the fruits, almonds, bilberry and apple

By Soviet Crackdown on Dissent 20 percent opposed. But the party cheskaya industriya, complained committee said the researchers denied that they had conducted such a survey.

New York Times Service MOSCOW — While Mikhail S. Gorbachev pitches glasnost 10 America, the battle over how to practice his policy of "openness" has flared up anew at home.

A public debate over the role of the press, along with the reprimand of a journalist who questioned public support for Mr. Gorbachev's economic initiatives, have revived coocern that the liberalization permitted under the Soviet leader re-

At the same time, an apparent crackdown on dissent this week, accompanied by what some view as a tone of anti-Semitism directed at Jews who want to leave the country, has fueled skepticism about Mr. Gorbachev's intentions among those most inclined to be skeptical.

people led me to expect," said an American buman rights worker who arrived in Moscow this week to take part in an unofficial rights seminar that the Soviet authorities have tried to disrupt.

Western and Soviet analysts said the recent events did not appear to reflect conservative forces at work in Mr. Gorbachev's absence but rather were evidence that the situation remained unsettled at a time when Mr. Gorbachev was still consolidating his power.
"I think some people want to

slow down, stop, catch their breath," said a Western diplomat, who described the turbulence as a ready heavily guarded by U.S. po-lice. Arriving cars were checked at rounding the ouster last month of concrete barricades blocking traffic Boris N. Yeltsin as head of the Moscow city Communist Party.
There is some rethinking going

greeted American and Soviet guests One sign that sent a tremor in a golden two-piece evening through the Moscow intelligentsia was a notice that appeared in Saturday's issue of Ogonyok, a maga-zine that has pushed the limits of free expression. It announced that the magazine's party watchdog committee had reprimanded Ogon-yok's foreign editor, Dmitti Biryukov, for writing that an opinion poll by researchers in Novosibirsk had found the public sharply divided over the Gorbachev program of erestroika, or economic restruc-

> Mr. Biryukov reported that the study, by researchers at the eco-nomic journal Eko, had found 30 percent of the public in favor of perestroika, 50 percent neutral and

missile deployments to compensate

for the Soviet weapons, U.S. satel-

lites confirmed the move, he said,

but there was no evidence that the

missiles were permanently out of

The Soviet Union kept 112 SS-4s

operational through midyear, the official said, and then began to

"vigorously destroy" the weapons.
U.S. estimates of Soviet strength

are only issued once a year, in the

winter, so the new totals had not

In another surprise, the Soviet

Unioo had more intermediate-

range missiles in storage than ex-

pected - 245 SS-20s and 105 SS-

4s. It even had six SS-5s, older than

the SS-4s, stored. The large number

of SS-20s produced was within the

tion estimates by intelligence offi-cials, the senior U.S. official said.

age than expected. The detailed count: 220 SS-12-22s deployed, as

opposed to 120, and 167 SS-23s, as

The Soviet Union also had more of the shorter-range missiles de-ployed, and more of them in stor-

been published.

opposed to 20.

Ogonyok's editor, Vitali Korotich, a champion of glasnost who has been in Washington during the summit meeting, said the attack was at least partly justified because Mr. Biryukov had failed to record his interview with Novosibirsk re-

Mr. Korotich has told friends that since Mr. Yeltsin's removal, he was worried about the fate of others, like himself, who have charged ahead in Mr. Gorbachev's campaign for more critical journalism. The Yeltsin affair was widely in-

terpreted in Moscow as a move by Mr. Gorbachev to drop an unpredictable ally before two crucial political events: the introduction on Jan. I of an economic law that will be the greatest test yet of the country's ability to change its way of doing business, and a party leadership conference next summer.

Under the new law, 60 percent of Soviet industry suddenly will be required to make independent decito their ability to turn a profit.

Mr. Yeltsin's ouster left many Gorbachev sopporters feeling to stir up anti-Semitism."

abandoned and in danger. The misgivings were not dispelled when his

Rights Group Locked Out successor as Moscow party chief, Lev N. Zaikov, said at an economic more limited way.

events, as some press organs turn out to be at this time, but genuine organizers of the masses," he said, in what some Soviet journalists interpreted as an appeal for fewer exposes and more orthodoxy. On Tuesday, the newspaper So-vetskaya Kultura published ex-the Soviet authorities.

cerpts from a recent meeting of top editors that indicated mounting

ty activists and party leaders" had become stronger

Aleksandr N. Yakovlev, the party propaganda chief and a Gorba-chev ally, said at a party conference last week that the problem was not backtracking on glasnost but a tendency toward sloppy reporting that threatened to throw glasnost into disrepute.

The tough official reaction this week to demonstrations by Jews and others denied permission to leave the Soviet Union has been read by buman rights supporters as another sign that the limits of glas-

nost remain narrow. On Sunday, plainclothesmeo scattered a protest of would-be emigrés, and attempted demonstrations on the next two days were prevented by determons of people on their way to participate.

Reports have continued through the week of arrests of rights demon-strators in Moscow and Leningrad.

Press accounts of the demonstrations have singled out Jews who sions, and factory managers and want to leave, calling them self-workers will be rewarded according centered and unpatriotic. A Western diplomat said the accounts appeared to be "a deliberate attempt

An independent seminar on human rights opened in a private conference on Nov. 27 that he apartment in Moscow on Thursday viewed the role of the press in a after the authorities closed a rented ore limited way.

"We do not need reporters of The Washington Post reported."

Representatives of buman rights monitoring groups from Czecho-slovakia, the United States and Sweden attended the opening of the seminar, but several international figures from West Germany and Poland were refused visas by

The opening of the seminar had been scheduled for a rented hall. concern about official pressure on But when participants arrived they found a padlock on the door and a Aleksandr S. Baranov, editor of sign saying the hall was closed for a



Two wounded Afghan children were prevented from presenting flowers at the Soviet Embassy in Washington.

nounced it was taking 36 SS-20s be allowed to visit the bogus mistime when the Netherlands was

COUNT: A Potemkin Village '87

Mrs. Gorbachev beamed as she

dress. Mrs. Reagan wore a two-

piece black dress with a blue-gold

The dinner took place in the

Gold Room of the embassy, a for-

mer mansion decorated with gilt cornices. The guests were served

caviar, fish pie, crab from the Kam-

chatka Peninsula and cold suckling

pig with creamy horseradish sance

The discrepancy in the Soviet missile count arose because a few weeks ago, Soviet negotiators in Geneva said the treaty would climinate more than 1,950 missiles on their side, But as the data came in, broken down by type of missile, the total added up to only 1,752. The Soviet explanation, according to the senior official, was that the Soviet Union initially had counted the dummy missiles as nonde-ployed or stored missiles.

"Now we are told that these are inert missiles, many filled with con-crete," be said. "They also told us that they thought we had more missiles than we listed."

More than half of the 200 dummy missiles replicate the SS-4, the U.S. official said. This weapon was introduced in 1959 when the Soviet "high side of the range" of produc-Union had relatively few missiles, heightening suspicion that they had a deception as well as a training role. The SS-4 was being replaced by the SS-20.

There were other statistical surprises in the data. The Soviet Union, for instance, had deployed range category, or those with a range of 600 to 3,000 miles (970 to 5,000 kilometers), than the Pentagroup, published most of the figures from the still-secret Memoranfewer missiles in the intermediate-5,000 kilometers), than the Penta-gon contended — 405 SS-20s rather than 441, and 65 SS-4s rather than 112 - which somewhat embar-

One U.S. official said that two years ago, the Soviet Union an-

SOVIET: A Gorbachev Blitz

(Continued from Page 1) ward a wall in the meeting with congressional leaders.
The medium is the message,

and he's playing it for all its worth," said a White House aide, surveying the horde of journalists covering the visit. "They've got a good product. When a product like that meets a marketplace like this, it's automatic."

Some Reagan advisers said the focus on Mr. Gorbachev was inevitable, given the oovelty of having a Soviet leader in the United States for the first time in more than a decade. Others acknowledged Mr. Gorbachev's aggressive effort to present himself, but said they believed Mr. Reagan's place in U.S. public opinion could only

be helped by the performance.

Mr. Lake, the former campaign press secretary, said Mr. Reagan did not need to compete in a direct sense with Mr. Gorbachev. Mr. Reagan "is not trying to prove anything." he said, and Mr. Gorhachev is.

He added that if Americans expressed support of the intermediate-range ouclear forces treaty to the Senate "and Gorbachev is Both aircraft returned safely to helping with that - it helps Rea-

dum of Understanding, after which U.S. officials confirmed most of

Soviet Embassy Cuts Iron Gates To Fit Limousine

WASHINGTON - Dark monster cars are zippiog around Washington these days. The ZiL 114 limousine that arrived with Mikhail S. Gorbachev for his summit meetings with President Ronald Reagan is so big that the iron gates at the Soviet Embassy had to be cut to accommodate it. The Zil's turning radius — a gar-gantuan 53.8 feet (16.3 meters)

was the problem.

But Mr. Reagan's limousine. super-stretched version of a Cadillac limousine, is even bigger than the ZiL.

Look at the wheelbase, the centerline distance between the front and rear wheels. The Zil. has a wheelbase of 152.76 inches (391.6 centimeters) and an overall length of 248 inches, according to World Cars, published by the Automobile Club of Italy, and tips from other sources familiar with the vehi-

The president's Cadillac has wheelbase of 161.5 inches and an overall length of 261.3 inches, according to its maker, General Motors Corp.

Soviet Embassy in U.S. Rejects Offer Of Flowers From 4 Afghan Children

ghanistan leave flowers at the Soviet Embassy for Mikhail S. Gorbachev because they said they were too husy preparing a dinner for President Royald Reagan. So the children — one without

arms, one with severe burns and two without legs - left their flowers Wednesday at a concrete barrier near the embassy. Minutes later, Mr. Reagan and his wife, Nancy, arrived for a state dinner with Mr. Gorbachev and his wife, Raisa.

ment, according to Charles Brock-WASHINGTON — Soviet officials refused to let four children crippled by Soviet bombs in Af-

"They wanted to give Mikhail Gorbachev bouquets of flowers and ask him to end the war so that none of their friends would be hurt," Mr. Brockunier said, after waiting for two hours with the children for permission to leave the flowers.

A Soviet official promised Mr. Brockunier that he would tell the responsible embassy officer about their mission. But a policeman later The children, ranging in age told Mr. Brockunier that everyone from six to 14, arrived recently in was too busy to see the children or the United States for medical treat- accept the flowers.

SUMMIT BRIEFS

U.S., Soviet Union Sign Air Travel Pact WASHINGTON (NYT) - A Soviet-American agreement was signed

Wednesday that will permit Aerollot, the Soviet airline, to sell some seats on Pan American World Airways jumbo jets that will make nonstop flights between New York and Moscow.

Both airlines cow fly between the two countries, but with stops in

Secretary of State George P. Shultz and Foreign Minister Eduard A. Shevardnadze of the Soviet Union signed and exchanged diplomatic notes amending the Civil Air Transport Agreement of Nov. 4, 1966. The amendments allow an accord already reached between Aeroflot and Pan Am to go into effect.

Ceausescu to Miss Warsaw Pact Talks

BERLIN (Reuters) - Nicolae Ceausescu, dealing with serious political problems at home, will not attend a Warsaw Pact meeting right after

the Washington summit meeting, officials said Thursday. A Foreign Ministry spokesman said Mr. Ceausescu was sending Foreign Minister Ioan Totu to represent him at the meeting that the Soviet leader, Mikhail S. Gorbachev, and leaders of the seven-nation military bloc plan to hold Friday. Mr. Gorbachev is to stop in Berlin en

route home from Washington. Party leaders and foreign and defense ministers from Bulgaria, Hungary, Poland and Czechoslovakia are to join the East German leader, Erich Honecker, for a briefing by Mr. Gorbachev on the Washington meeting.

tury does it belong? I would say it's a typical picture of the 20th "This is where we were last night." Mrs. Reagan said when landscape was difficult to see be-Undaunted, Mrs. Reagan pacause of the television cameras,

have an edge.

they entered the State Dining Room. "It seems to be smaller today," Mrs. Gorbachev replied. When Mrs. Reagan showed her the Red Room, Mrs. Gorbachev replied: Yes, we were in this room yesterday. Mrs. Shultz was quite an active guide for me." She

Peppering Mrs. Reagan with questions as if she were a graduto test Mrs. Reagan's composure. Mrs. Reagan gave the answer, Asked when the White House and that was her word."

Mrs. Gorbachev readily agreed, adding, "I see the light here is a

ate student facing an oral examination, Mrs. Gorbachev seemed

answer in a way that seemed to George P. Shultz's wife, Helena. When Mrs. Reagan acknowledged that an Albert Bierstadt

A coatless Nancy Reagan provides an arm's length escort as Raisa Gorbachev arrives at the White House. ful to dismiss reports that they disliked each other. Before the tour began, Mrs. Reagan said she found such reports "so silly, so silly," adding.
"I assume she feels that way." When Mrs. Gorbachev was

asked the same question during a visit to the Blue Room, an exasperated Mrs. Reagan turned to her and said: "Oh, I've answered this, I think, five times." In a moment of solidarity, Mrs.

Gorbachev replied: "Well, every-thing is all right. It seems to me

Jane's Cites Major Advances in Soviet Jet Fighters

to the military reference work, and new air defense and attack units generations ahead of those

In the foreword of a new edition

John Taylor, wrote: lieve that it still has the clear superiority in conventional air power advanced as the airframe," he ers and Fulcrums, the Su-27 and "NATO would be unwise to be- advances.

LONDON — The Soviet Union has made significant advances in air power and has developed a new are power and has developed a new are governments sought ways to Mr. Taylor said that while West- craft as good as any in the West." generation of combat aircraft equal to the best in the West, according

He cited a modified version of published Thursday, Jane's editor, the Sukhoi Sn-27 lighter aircraft as

wrote, "it appears to provide the MiG-29 fighters based on the Kola Soviet air forces with a combat air-

He said that Soviet combat pilots have started to display a brashness and confidence usually associated with their Western counterparts and their oew attitude should not be taken lightly by adversaries.

the Sukhoi Su-27 fighter aircraft as one example of the Soviet aviation of example of the Soviet aviation the appearance of winged blades."

And even a carroon-like dolphin figure has been seen on the fin of a logger, or MiG-27, Mr. Taylor

The verve of the Soviet pilots, he said, was displayed dramatically over the Barents Sea in September when a Norwegian Air Force P-3B Orion on a surveillance mission lost

a propeller after being clipped by a

And the first of t

Mutual Invitations to Pry

The Euromissile treaty signed Tuesday is hailed as the first in eliminate an entire class of nuclear weapons. Perhaps of greater significance, the treaty includes verification provisions of unprecedented sweep and detail. Properly managed, these could soften the core of mistrust that has so dominated arms control and Soviet-American relations.

The Soviet government is a closed shop, and Americans rightly do not trust what they are not allowed to know. To be sure, past arms treaties barred Moscow from interfering with U.S. satellites peering into Soviet territory. But inspection from space, though impressive, is not sufficient to verify the nuclear agreements now contemplated.

New treaties will require destroying re-

serve and deployed missiles and call for production checks and limits on small and mobile missiles. This generation of Soviet leaders understands this; they know their American counterparts henceforth will need much more intrusive forms of monitoring. President Reagan is fond of quoting an old Russian proverb. "Trust but verify."

Dozens of pages in the treaty set out in fine print how the missiles are to be eliminated and how inspection and monitoring will work. For the first time, on-site inspection with assured access to restricted military areas is permitted. So is limited access to less ranges and production facilities.

The precision is stunning: points of en-try, hours of permitted visits, how many people in each team, languages to be spo-ken. In Geneva in 1955, President Eisen-

military facilities and establishing rights of aerial photoreconnaissance. Nikita Khru-shchev denounced this "Open Skies" idea as "nothing more than a bald espionage plot." Now the country that made a national policy out of secretiveness invites Americans eight times a year to weigh, measure and X-ray its missile canisters.

Moscow is not above making hay out of this transformation. When the Pentagon voiced belated concern about publishing the precise location of missiles, Soviet negotiators vowed to publish anyway, needling the Americans for their secrecy. If the information could be useful to ter-

rorists, as the Pentagon now says, it is hard to see why both sides assumed all along that the information would indeed be published. In any event, the very secrecy and controls of Soviet society reduce worries that terrorists could exploit the information there.

The treaty's detail on verification holds promise and risk. Expanded on, the new measures can be crucial to a strategie arms treaty. And the very process can enhance mutual trust. But detail can he fodder, too, for endless assertions of nnncompliance hy arms control opponents.

If agreements between foes about the weapons they have trained on each other seem unnatural, invitations to peer into each other's deepest secrets seem even more so. Yet now President Reagan and Mikhail Gorbachev have issued the invitations. Carefully tended, these offer enormous promise.

- THE NEW YORK TIMES.

A Public Savings Plan

Perhaps it is not going to be enough to balance the U.S. hudget. Perhaps the budget is going to have to run a surplus. Alan Greenspan, the chairman of the Federal Reserve Board, lohbed that unorthodox suggestion into public view in a speech this week in New York. No doubt his immediare purpose was to press Congress to get on with this year's rather feeble contribution to reducing the deficit. But he was speaking an important truth that is going to haunt the next president.

Americans are saving perilously little of their incomes. If they will not save for themselves, Mr. Greenspan said, perhaps the government will have to do it for them. That is what a government surplus is: public saving.

Private savings in the United States, by both businesses and individuals, has been falling precipitously. But savings must equal investment, as the textbooks point out, Over most of the Reagan years, a huge inflow of savings from ahroad has maintained the balance. Now foreign savers have backed off. That is why the dollar has been falling.

There are three ways to restore the balance. The worst is to let investment decline with savings. That means a recession. Another is a rise in U.S. interest rates to levels high enough to attract the necessary funds from abroad again. That probably means a recession as well.

The third possibility — the only one

my — is to get savings up. That is what Mr. Greenspan had in mind. The Federal Reserve has a better grasp of the international financial system than any other agency of the government, and it is not under political constraints in discussing those realities. With the 1988 presidential campaign under way, the Treasury is tactfully avoiding all subjects that might indicate a need for higher taxes, and the president's Council of Economie Advisers seems to bave been locked in a White

House eloset for the duration. The administration's original supplyside strategy held that tax cuts would set off a great surge of savings and investment. But things have not turned out that way. Despite extraordinarily powerful incentives - the tax cuts, combined with high interest rates - savings sagged. Instead, Americans went on a tremendous boom of consumption and borrowing.

That is now coming to an end. Mr. Greenspan is pointing out one way to get the U.S. economy back into balance. You may be tempted to say that his proposal. a hudget surplus, is politically unrealistic. Maybe so. But the other ways of getting hack into balance are much less pleasant, and in the absence of rational policy, the markets will impose them automatically.

-THE WASHINGTON POST.

Defense: A Bit Less Froth

Defense Secretary Frank Carlucci has He has told the U.S. military services to make their budgets for the next fiscal year realistic. You can argue that Mr. Carlucci had no choice, and it remains to be seen what growth rates the budget will project beyond next year. But that misses the point of what has happened. The defense buildup is over: the issue now is the tilt of the plateau.

The secretary has ordered that next year's defense budget conform to the terms of last month's budget summit. From a certain distance that is unremarkable. President Reagan himself signed off on the summit. Spending authority and actual spending would both still increase about \$8 billion, not enough to cover likely inflation but hardly gruel, either. At \$300 billion for the year the country would not go unprotected.

But a standstill budget is a cold shower for the Pentagon. When the president proposed his fiscal 1988 budget in January, he and the services were pointing toward a \$332 billion military program by fiscal 1989. That is the basis on which the services were being told to plan. That target was already down \$31 billion from where it had been the year before. Now Mr. Carlucci intends to reduce it by 10 percent, or \$33 hillion, more.

The former defense secretary, Caspar done what his predecessor always resisted. Weinberger, fought such accommodative budgeting. The result was that he proposed what, in fiscal and political if not in military terms, were frothy budgets. Congress had to cut them even though, institutionally, it is less capable of doing so well than the executive. Its instinct was to nickel-and-dime everywhere rather than cut whole programs. The services, undisciplined, sowed the seeds for more programs than the country will be able to afford. Congress tried to slow the programs rather than choose among them. So there is still a major squeeze ahead.

Mr. Weinberger always balked at helping Congress cut the budget, partly on the theory that it would only gulp down what be gave and bang its spoon for more, partly to clarify who was responsible. The posture only worked for a while; in the end the secretary took himself out of the game.

A slimmer budget may put more pressure on Congress, and especially the Democrats in this election year. Mr. Weinherger ultimately made it easy for them; they could simply be for less. A realistic budget may force them to face reality in turn. The Defense Department needs to be put on a steady path; this is a step in that direction. -THE WASHINGTON POST.

Other Comment

In Europe, Concern Remains

Underlying the celebrations in Washington there is still considerable European anxiety about the consequences of the deal to scrap medium- and shorter-range nuclear forces. That concern is exemplified both by [Prime Minister] Thatcher's insistence that NATO must be willing to modernize its remaining nuclear weapons and by the view that the alliance should already be preparing its response to the pressure for the so-called third zero: the elimination of short-range and battlefield nuclear systems. The momentum of the preparing the structure of the so-called third zero: the elimination of short-range and battlefield nuclear systems. The momentum of the structure of the str turn for the third zero will be difficult to resist. It is understandably and overtly the aim of Soviet policy to bring about the

effective denuclearization of Europe. If the Russians achieve that end without having to concede substantial and asymmetrical reducrions in Warsaw Pact conventional and chemical war-fighting capability, Western Europe will no longer be able to mount a credible deterrent to Soviet military aggression. At the same time, it is becoming clear that the West Germans are increasingly uneasy about the nuclear force structure that has been left behind by the INF treaty. Just about all Western Europe's nuclear weapons are designed to be used either on or from West German soil. It is hardly surprising that many Germans think that they are bearing an unfair share of NATO's nuclear risk.

- The Independent (London).

INTERNATIONAL HERALD TRIBUNE JOHN HAY WHITNEY, Chairman 1958-1982

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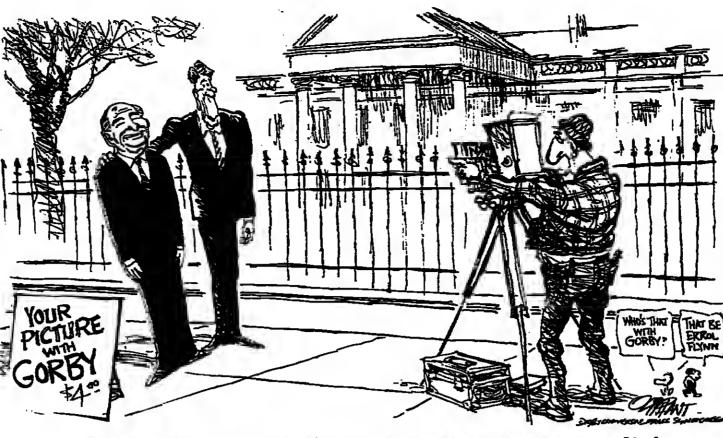
RENÉ BONDY, Deputy Publisher • ALAIN LECOUR and RICHARD H. MORGAN, Associate Publishers • FRANÇOIS DESMAISONS, Carculation Director • ROLF D. KRANEPUHL, Advertising Sales Director international Herald Tribune, 181 Avenue Charles-de-Gaulle, 92200 Neurlly-sur-Seine, France Tel.: (1) 46.37.93.00. Telex: Advertising, 613595; Circulation, 612832; Editorial, 612718; Production, 630698

Directeur de la publication: Walter N. Thayer. Directeur de la publication: Walter N. Thayer:

Editor for Asia: Michael Richardson, 5 Canterbury Rd, Singapore 0511. Tel. 472-7768. Th: RS56928
Managing Dir. Asia: Molcolin Glevn, 50 Gloucester Road, Hong Kong, Tel. 5-8610616. Telex: 61170
Managing Dir. U.K.: Robin MacKichan, 63 Long Acre, London WC2. Tel. 836-4802. Telex: 262009
Gen. Mgr. W. Germany: W. Lauterbach, Friedrichen: 15, 6000 Frankfurt M. Tel. (069) 726755. Th: 416721
Pres. U.S.: Michael Convoy, 850 Third Ave., New York, N.T. 10022. Tel. (212) 752-3890. Telex: 427175
S.A. jui capital de 1.200.000 F. RCS Novierre B 732021126. Commission Partiaire No. 61337
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OPINION



'I had heard rumors he was in town, but the security's been so heavy I couldn't get near him.'

What Reagan Should Do to Reassure the Europeans

WASHINGTON — The treaty reducing nuclear arsenals that President Reagan and General Secre-tary Gorbachev signed Tuesday will have only a modest impact on superpower relations. But it will profoundly affect the Western alliance. Whether eliminating intermediate- and shorter-range nuclear forces helps or hurts the alliance will depend on

what the United States does next. The West European allies have formally hiessed the INF treaty, hut their words disguise misgivings about American attitudes and actions. West Europeans' doubts about U.S. steadfastness did not begin with this administration but have steadily increased in recent years.

The critical event was last year's summit meeting at Reykjavik, when President Reagan seemed ready to trade away nuclear weapons that have symbolized America's commitment to European security. Europeans view the treaty eliminating medium and shorter-range missiles as compounding their security problem.

To capitalize on the treaty as a positive rather than negative development, the administration should act promptly to reassure the allies that, except for defense of the U.S. homeland, they stand first in America's interests. To demonstrate such a "Europe-first" commitment, President Reagan should fly to Europe right after he hids Mr. Gorbachev goodbye and reports to the American people on the summit meeting's results.

Mr. Reagan should visit the North Atlantic Council in Brussels to brief allied leaders first-hand. Of course they would learn little that they had not already read or heard, but the symbolism would be invaluable. It would also offset the impact of Mr. Gorbachev's ploy of having stopped in Britain en route to Washington.

Mr. Reagan should use such a visit substantively, not just for symbolism. With the dismantling of the Euromissiles (after the Senate ratifies the trea-

F ERE-EN-TARDENOIS, France
— Cambodia's Prince Norodom
Sihanouk and Phnom Penh's young

Communist prime minister, Hun Sen,

have drafted an outline for peace that

could allow Vietnam to save face and

Thursday's announcement post-

poning further talks in January under-

lines the difficulties ahead. But the draft produced here represents the first genuine hope for peace in Cam-

bodia since the Vietnamese invaded

and occupied the country nine years

ago. For the first time, two leaders of

stature from the opposing sides have

met, with the approval, if not the

Cambodians to save their country.

By Robert E. Hunter

tral Europe will become even more apparent and politically significant.
To reduce even further the role of nuclear weapons in Western strategy, Mr. Gorbachev almost certainly will propose the elimination of shortrange missiles not covered by the treaty. This would be immensely pop-ular in West Germany, but would be opposed hy Britain, France and America. Governments of these countries believe that the specter of further denuclearization of Western strategy would contribute to fears that America's security is being de-

coupled from Western Europe's. Mr. Reagan must pre-empt such a Gorbachev gambit with serious proposals of his own. He should propose a Western program of major cuts in the approximately 4,000 short-range weapons in Europe, plus moderniza-tion of those remaining. This should be done consonant with a new allied process of discussion and decision

over the next two or three years. Above all, Mr. Reagan should seize the initiative from Mr. Gorbachev by proposing rapid progress in the Vien-na negotiations. These are the long-As part of his diplom running talks on Mutual and Balanced Force Reductions, the forthcoming Conventional Stability Talks designed to replace them, and the Review Conference on Security and Cooperation in Europe, which includes efforts to design confidence-building measures that can reduce fears of war.

The West's overriding concern must be to reduce the Warsaw Pact's capacity for attack with fittle warning. But that concern will not top the East-West agenda unless Mr. Reagan takes the play away from Mr. Gorbachev. The Soviet leader would prefer to

continue pressing nuclear issues in Europe while avoiding the issue of major asymmetrical reductions in Soviet and other Warsaw Pact conventional forces and armaments. Even if to The New York Times.

he unilaterally withdrew some Soviet conventional forces from Eastern Europe, his country's military advantages would remain - and forces unilaterally withdrawn would not

As part of his diplomatic offensive, Mr. Gorbachev has accepted the principle of asymmetrical cuts, although Soviet thinking on this issue still falls far short of Western needs. By publicly challenging Mr. Gorba-chev on conventional forces, Mr. Reagan could begin to refocus the allies' attention on the need to test Soviet intentions in Europe.

The alternative is to wait passively while alliance tensions, together with pressure on the U.S. defense budget, give the Kremlin new opportunities to pursue advantage in Europe.

A Feeling That the Pressure Finally Paid Off

T was Wednesday afternoon. The president had been meeting for two days with the Soviet general secretary.

Aiready Ronald Reagan was on a roll. That much was evident as he took time to chat in his Oval Office. Maybe it was not quite the happiest day of his life, but it was "quite a day." Most important were his reasons why. Part of it was the seven years of hard diplomatic slogging that produced the treaty; part was the prospect for "improved relations in other places."

He was asked if he was smiling out of any sense that "the West was winning," as evidenced by the Soviet struggle for internal reforms. But he did not want to talk in those

ments. ft was something a great deal more profound. In his two previous meetings with Mikhail Gorbachev, "but even more in this last meeting," the president said, he bad come to perceive a fundamental char cow's view of its role in the world.

terms when "we are signing mutually satisfactory" agree-

Quickly he insisted that "this doesn't mean I am dropping my guard." What it does seem to mean is that Mr. Reagan is substantially revising his perception of the ty), the Warsaw Pact's advantages in conventional military forces in Centrary, be thinks his harsh judgments are simply being "evil empire." He takes none of that back. On the con-

proved right: Dealing from strength has paid off. So it is not Mr. Reagan who is changing, it is the Soviets. But the result is a change in the way Mr. Reagan talks about the Soviets, a change which, along with his show of affability toward Mr. Gorbachev, is enraging the true believers in his arch-conservative constituency. He is cantious about all this, but convincing: "Possibly the funda-mental change is that in the past Soviet leaders have openly expressed" the objective of a "one-world communist state" and indicated their desire to "expand and make the whole world that way." Mr. Reagan no longer sees such a desire. He concedes that Mr. Gorbachev has not explicitly

acknowledged to him that the Soviets have abandoned global expansionism. But he said that the general secretary was the first Soviet leader who had never proclaimed that goal before a Communist Party gathering.

Can Mr. Reasan sell this to those on the right who are calling him things like a "useful idiot" for Moscow? "When I get my temper back, I'll make it clear to them I haven't softened up," he replied. The INF treaty proves, he said, that Moscow "got the idea that we weren't just hungry for a detente and would sign anything ... They came back."

- Philip Gevelin in The Washington Post.

intrusive verification procedures, ne more wanting to open its most sensitive facilities than the Soviets do. Cambodia: One Obstacle Is Crossed, Many Remain

Rather than any of this, three other hitter pills probably are proving too hard for the extreme right to swallow:

The relatively innocuous INF treaty is billed on both sides as a step toward a more sweeping strategic arms reduction treaty, possibly to be signed in Moscow next year, so some nght-wing prancing and posturing is calculated to bring pressure on Mr.

Reagan not to agree to such a treaty. • That the Reagan administration is devoting the major effort of its last year to any kind of treaty-making with the hated Soviet Union and god less communism is a clear signal to Howard Phillips and the American right that their moment in the sun is passing; if there ever was a Reagan Revolution, in their eyes it is ending not with a bang but a whimper.

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Perhaps worse, Ronald Reagan himself — the hero of the right, the man who led the progeny of William Buckley and Barry Goldwater out of the wilderness and into Washington -has betrayed the faith by entering into a pact with the keepers of the Evil Empire. Nothing could show more clearly how the pressures of politics, diplomacy and security inexorably drive presidents to the center. but few events could be more repug-nant or disillusioning to those who believed in him most truly.

The New York Times.

Two leaders of stature have met, and agreed on the ultimate goal of Cambodian independence.

hlessing of their big-power sponsors. in the program. Also omitted is the Both men are Cambodian and both usual request for a withdrawal of all

have agreed that their ultimate goal is Cambodian independence, guaranteed by an international convention. Just three years ago, such a declaration would have been a dream. The Vietnamese army had demolished the base camps of the Cambodian resistance armies. Vietnam had signed a web of treaties with its client regime in Phnom Penh locking Cambodia into an Indochinese Communist bloc under Hanoi's control. Vietnam confidently predicted that the Cambodian problem had been solved.

Instead, the Cambodian resistance forces recovered, if unevenly, locking the Vietnamese army in a military stalemate. The international movement against the occupation stepped up political pressure and held to its sanctions program of halting or reducing aid and trade with Vietnam; Hanoi shuddered under the cost of its isolation. Finally, dramatically, the Communist world shifted its priorities. The Soviet Union, Vietnam's pre-mier source of military and economic aid, wants a settlement.

Still, the prospects for a successful meeting here in northern France were mixed. This was a test of leadership and intentions, and the results are encouraging. Prince Sihanouk, head of the fractious resistance, and Hun Sen, leading light of the Cambodian regime put in place by the Vietnamese occupation forces, proved that they could agree on a preliminary peace proposal
China, Thailand and the United ner in the resistance coalition, told me
Loeb and Co. and the National City new appointment is apparently anwithout abandoning their allies. They
States together rebuilt the Khmer he gave his qualified support. He
Bank of New York participate, one of thentic but still unofficial.

foreign forces. The uninitiated would be forgiven for imagining that Cambodia's was a civil war, not an anned

proposed a neat reversal of priorities.

After agreeing that Cambodia required a political rather than a military solution, they suggested that all Cambodian parties to this undefined

conflict meet and resolve their differ-

ences. Immediately thereafter, an in-

ternational conference would be con-

vened to ratify the Cambodian

agreement and ensure the country's

independence. Vietnam is not named

resistance against foreign occupiers.
Vietnam's troops presumably would withdraw in their own side of the border while Hanoi avoids any responsibility for the war. The resis-tance would swallow its pride and take a major role in a temporary government of national reunification alongside the Cambodians who have

served during the occupation.

Is this realistic? The devil is in the details, particularly when one remembers who makes up the resistance and what preceded the occupation - both in Vietnam and in Cambodia. In 1975, at the end of the second

Indochina war, the Khmer Rouge, led by Pol Pot, plunged Cambodia into a nightmare. In the name of a "pure, total revolution," the Cambodian Communists massacred uncommunists massacred uncommunists massacred uncommunists. countable innocents, destroyed their nation's society and provoked a border war with the Vietnamese.

The Vietnamese Communists, victors in wars first with France and then with the United States, succumbed to temptation, enlarged the war and easiby overthrew the Khmer Rouge re-gime. Hailed by some as liberators, they remained to occupy the country and fulfill an old goal of controlling an Indochinese Communist bloc.

To frustrate Vietnamese plans, China, Thailand and the United

deferred more questions than they answered, but there is a touch of genius in their four-point plan.

Essentially, the two Cambodians proposed a neat reversal of property of the strongest Cambodian armed to the command of Pol Pot, are the strongest Cambodian armed to withdraw their troops without a specific timetable.

Presumably the Khmer Rouge for the Cambodians armed to withdraw their troops without a specific timetable.

Presumably the Khmer Rouge for the Cambodians armed the command of Pol Pot, are the strongest Cambodian armed to withdraw their troops without a specific timetable. are the strongest Cambodian armed force. Who will represent them at the conference table? Who will guarantee

> gram? Who will disarm their forces? Only a leader with Prince Sihanouk's near-mythic stature could dare to break out of this political and military quandary. Not for the first time. he is acting on his own, searching among allies and enemies for a solution. He and Hun Sen met as private citizens. Now, as an international figure, Prince Sihanouk must persuade · Beijing that it would be better served by his peace plan than by continuing the war through the Khmer Rouge.
>
> A solution has to be brokered

that they will adhere to a peace pro-

among the major Communist powers. The Soviet Union has worked as hard as any country for such a compromise, pressuring Vietnam and ca-joling China, largely behind the scenes. Proof of the mease private search for peace was the very public appearance here of Ambassador Moustapha Saphariny, the Palestine Liberation Organization's representative in North Korea. He has been a major go-between in the multisided negotiations, and he flew in from Pyongyang to survey his handiwork

and ensure its success,
And the Soviet Union is pleased, according to an Asian diplomat who said that, unlike the situation in Afghanistan, the Cambodians proved in their three-day discussion that they bave strong, attractive leaders capable of engineering a face-saving exit of the foreign occupation forces.

Prince Sihanouk was no surprise. His diplomacy was a reminder why he is the Cambodian figure around

whom a solution has to be built. Hun Sen was the proof of the pud-ding. This 36-year-old child of Cam-bodia's Communist movement showed himself to be "extremely intelligent." as a Sihanouk aide said, industrious and capable of holding up the

Communist side of the negotiations. Prince Sihanouk has postponed the next round of talks until all the Cam-bodian parties agree to join him. Earli-er, Son Sann, a former prime minister and Sihanouk's non-Communist part-

Presumably the Khmer Rouge are refusing to join Sihanouk and the prince needs Chinese help to bring them to the bargaining table. But what happens if representatives of Pol Pot's Khmer Rouge, the client Communist regime in Phnom Penh and the non-Communist parties of Prince Sihanouk and Son Sann do sit down and try to agree on a solution for Cambo-dia? Their shared history is littered with mutual betrayals, war, murders, exile and pledges of retribution.

The international conference is the best solution for overseeing the with-

drawal of Vietnamese troops and the disarming of the Khmer Rouge forces. And perhaps this initial meeting of Cambodians is also the right approach. If they cannot come to terms with their nation's epic misery and agree to cooperate, what will happen after the Vietnamese withdraw?

The writer is author of "When The War Was Over," a history of the Cam-bodian revolution. She contributed this to the International Herald Tribune.

100, 75 AND 50 YEARS AGO

1887: Rich Rhetoric

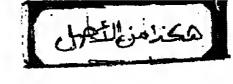
bitter attack on the host for the advocacy of socialistic ideas. He charged him with hypocrisy, stating that if he practiced what he preached, he would give up his wealth and turn beggar. Mr. Palmer made no reply. Today [Dec. 10] he comes out in an interview, taking Mr. Carnegie to task for his discourteous attack, which he, as a host, could not graciously resist.

1912: Loan for Austria NEW YORK - Confirming the

the American bankers involved declares that this is in no sense a war NEW YORK — Messrs. Andrew Carnegie and Courtlandt Palmer, the millionaire sociologists, are making theorizing of the Nimeteenth Century Club, held at Mr. Palmer's mansion [on Dec. 8], Mr. Carnegie made a there is no reason for apprehending the market on the host for the advantage of the court of the property of the advantage of the court of the property of the advantage of the court of the co warlike developments between the Great Powers. Wall Street considers that the Dual Monarchy is not financially in a condition to engage in war.

1937: Kennedy to Britain WASHINGTON - Joseph P. Ken-

washing Tun — Joseph P. Kennedy, chairman of the Maritime Commission, will sail for London to take up his duties as Ambassador to the Court of St. James a few weeks after the present Ambassador, Robert Worth Bingham, has remined there to conclude his farewell visits, according to recent leaves to the conclude his farewell visits, news that the Austrian Government there to conclude his farewell visits, had placed a loan of \$25 million with a syndicate in which Messrs. Knhn, 10]. The report of Mr. Kennedy's



REAL E DEM OUTS SUP

Just What Is:

Riling the Far Right?

By Tom Wicker

EW YORK — Amid the general, though not entirely warranted, euphoria over the signing of a Soviet-American arms control treaty, the fury of President Reagan's erstwhile far-right supporters stands out like a sore thumb, or a sore loser.

When Mr. Reagan said only what many of these righties had given him.

many of these rightists had given him, ample reason to believe — that they "basically, down in their deepest thoughts, have accepted that war is inevitable" — you might have

thought he had accused them of want-

Even Senator Boh Dole, who had

will have to vote for Mr. Reagan's treaty, rebuked the president for this observation—although Ronald Rea-

waffled on the issue but in the end

gan knows the right-wing mind better than Mr. Dole ever will. The Dole

complaint was well-mannered, however, compared with the profoundly offensive remark by Howard Phillips that the president of the United States had become "a useful idiot

for Soviet propaganda."

But Mr. Reagan knew what he was

talking about. Many opponents of arms control agreements actually do believe that a Soviet-American show-down is inevitable and that, rather

than reducing its armaments and hill-ing itself with words of peace, the

United States should be building its

strength for the day of Armageddon.

An opponent of the INF treaty writes

me that he is against it because "1."

Soviets should remove the Berlin

Wail 2. Get out of Afghanistan. 3. Get out of Cuba. 4. Get out of Nicaragua." None of that has anything to

do with the treaty, or with arms con-

Time magazine notes that even Mr.

Phillips, speaking for something called the Anti-Appeasement Alliance, said that if the INF treaty is ratified, "a major battle of World War III will

have been lost by default" — which suggests that World War III really is a

foregone conclusion in the "deepest

thoughts' of that particular mind.

What is riling the far right? Surely not the new treaty itself, since its strongest supporters claim only that it is useful but limited, and since

Washington bead-counters predict

Senate ratification hy a wide mar-

gin. Thus, the treaty seems neither

worth all the fuss on the right nor

Nor are many on the furious right

making the weak but plausible case

espoused by Alexander Haig, that the

treaty diminishes Western nuclear de-terrence in Europe — although the

United States managed well enough

with no medium-range missiles on that Continent in the 1960s and 1970s. By

1993, moreover, when all INF war-heads are withdrawn, the United

States will retain about 3.250 nuclears

warheads in Europe; not to mention

the British and French nuclear forces.

Some other opponents are criticiz-

ing venification procedures, although those agreed upon include on-site in

spection and are the most extensive

ics, including Richard Perle, formerly

assistant secretary of defense and a

leading administration arms control

strategist, must know that the United

States itself drew back from more

likely to be defeated by it.

trol. It is a demand for victory.

ing war, and nuclear war at that.

REAL ESTATE DEMAND **OUTSTRIPS** SUPPLY

Jean and Hubert de Mont-Marin left Dupuy-Saatchi to found their own ad agency three years ago, they naturally looked for space in Neuilly. We had always worked here," explains Mr. de Mont-Marin, "and our new agency needed the credibility that a chic Neuilly address could give us." The agency, Jean er Mont-Marin, first moved into a 300-square-meter town house, known as a "hôtel particulier." Two years later, after landing such important budgets as Pentax, Lancôme perfumes, Pan American Airways and S.T. Dupont watches, the pareners set about looking for larger headquarters.

The search lasted more than six months and involved several real estate agents. The town house they moved into last month was built io 1784 and entirely renovated. The oldest of its kind in Neuilly, it is being rented to the agency on the basis of a 30-year lease with the town of Neuilly which owns it.

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Three times larger than the agency's former house, it is also two and a half times as expensive. "The price we'te paying has jumped from 1,000 FF to 2,500 FF per square meter and we had to decide if we wanted it in less than half-an-hour or it would have been grabbed by someone else," recounts Mr. de Mont-Marin.

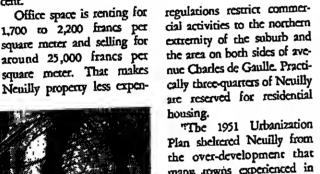
HEN Gétard becomes available, is raken oght away."

Only five minutes from the Champs-Elysées, Neuilly is by far the most sought-after and expensive suburb of Paris. According to Françoise Vercamer, of the international realtors Jones Lang Wootton, a major incentive for companies is the suburb's extremely low professional tax rate. At 7.917 percent (as compared to 11.667 percent in Paris, an average of 13 to 22 percent in the other Parisian suburbs and 27.297 percent in Aubervilliers to the northeast), Neuilly has the lowest company tax rate of the whole Paris region.

In addition, when companies started flocking to this then completely residential suburb at the beginning of the 1970s, the rents were cheaper than in most of Paris.

"When the commercial boom was at its height io the mid-1970s," recalls Mr. Labro, "we had thousands and thousands of meters available and sellers were forced to negotiare to be competitive." Since then the price of teal estate io Neuilly hasn't stopped climbing. Over the past two years, with space increasingly rare and demand just as strong, they have soared 20 to 25 pcr-

Office space is renting for 1,700 to 2,200 francs per square meter and selling for around 25,000 francs per square meter. That makes



and forth to Paris.

routing the traffic under-

ground and creating a tree-

lined pedestrian area above -

might seem simple enough.

Yet finding the appropriate

According to the Mayor of

Neuilly, Nicolas Sarkozy, one

reason why the current one

billion franc project has suc-

ceeded where others failed is

because of the decision to cov-

er only part of the avenue at a

time. The 435 meters of tun-

nel for car traffic is only the

first step but, as Sarkozy says,

"it was important to begin."

financing has taken years.

many towns experienced in the wave of post-World War II construction," states Thierry Gaubert, one of mayor, Nicolas Sarkozy's close collaborators. Stringent restrictions govern the height of buildings and their appearance. The town's trees are safeguarded, as are its gardens.

Such regulations have enhanced the value of the suburb while contributing to the rarity of space and the difficulty of construction. Mr. Gaubert estimates the number of new constructions at three or four a year. These usually involve the demolioon of town houses which are difficult and expensive to keep up. Their owners will sometimes exchange them for a floor of the apartment house built in its place.

Many old-time Neuilly residents regret the disappearance of the private houses that covered the suburb half a century 2go. Of the remaining 400, only the 300 located on private streets (dead-ends accessible only to occupants and their guests), are protected from demolioon by municipal legislation. Many of the others

meter, up 20 percent over the apartment houses or office past two years. Renting has buildings in zones where combecome so expensive that the mercial activities are allowed. market has virtually disap-Yet despite the cost of a town peared. A combination of lack of

office space, high prices and congestion along the main streets has sent some companies north or farther west. Nonetheless, the real estate market in Neuilly is expected to remain as tight as it is

today, with demand high and the vacancy rate low. Nobody can predict whether prices will continue to climb as they have over the past two years, not how much people are willing to pay for space here, but no other suburb of Paris and few of its districts offer the convenience, amenities and prestige of Neuilly.

The work currently consists

of removing all the pipes and

electric cables beneath the ave-

nue. Next February work will

begin on the extension of the

metro line to La Défense, the

creation of an underground

runnel for the metro and cars,

and the installation of 15,000

square meters of trees, gardens

and fountains. The City Hall

expects the project to be oper-

ational by mid-1992. In the

end, 80 percent of all traffic

- Harriet Welty-Rochefort

will go underground.

— Joyce Wakmann

THE NEAR **WEST** REDISCOVERED

OOKING at Neuilly as it is now, with its fine boutiques, bevy of businesses, and sumpruous homes, it is hard to imagine that this area was once a plot of swampland. But that was back in the days when the potato was still nouvelle cuisine

In 1786 Antoine Parmenoer presented his first crop to Louis XVI. The vegetable formerly confined to the Limousine area of France - swiftly became so popular that Benjamin Franklin found himself at a dinner where the menu consisted of nothing but poratoes in every possible

The pastoral past disappeared as thousands of companies discovered Neuilly's proximity to Paris, greater greenery and pure air. "The challenge now," as explained by Mayor Nicolas Sarkozy, "is to preserve the ecology of our town. We want the green of parks and gardens and trees to be the color of our city."

Efforts to preserve the trees and parks began back in the 1950s under Achille Peretti, the former mayor. Since then the city has blossomed into the home of 3,135 businesses employing 35,000 persons in 800,000 square mercrs of offices, mostly on the avenue Charles de Gaulle and the Ile de la Jatte. Yer building restrictions have preserved the city's 248 hectares of parks and gardens, guaranteeing che 65,000 inhabitants of Neuilly some 38 m² of park area per

No wonder 50 percent of the residents are either company presidents, professionals or top managers (not to mention

the diplomatic population which live in the city's 24 foreign embassy residences). The 64,450 inhabitants currently pay 1 percent of the total income tax paid in France and 24 percent of those in the Department of the Hauts-de-Seine.

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Neuilly's commercial sector is equally upmarket. As a crossroads of communication, it houses 400 companies in the fields of radio, relevision, publicity and publishing.

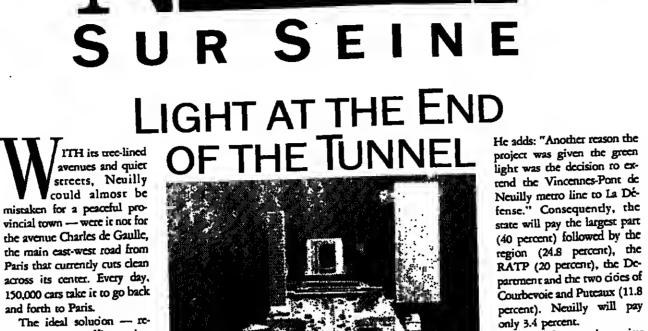
As early as the 1930s, Chanel Perfumes moved in because, "we had a presentiment of the luxurious character of this site," says a spokesman for the company. Since 1980, Yves St. Laurent Perfumes has also been based on the lie de la Jatte and, next year, will be joined by Paco Rabanne.

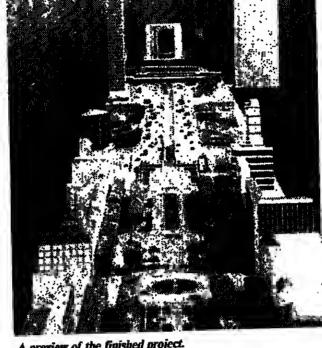
Building and refurbishing projects account for 63.48 percent of the city budget. M25sive projects such as the 40 million franc remodeling of the Place du Marché are beiog financed by city hall in conjunction with private companies to relieve the burden on the taxpayer.

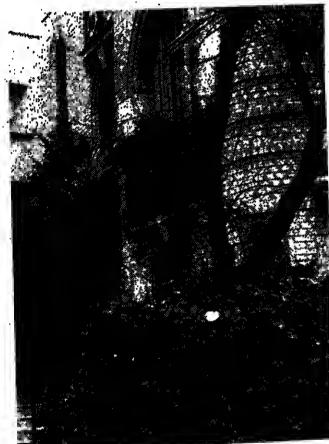
In a master-stroke of comhining good living with sound urban planning, the city has also found a solution for the busy - and noisy - traffic on the avenue Charles de Gaulle. And work is forging ahead on the installation of a total cable network for mid-1989.

As Renée Michelangeli-Peretti, daughter of former Mayor Achille Peretti and director of Neuilly Journal Independent concludes: "You cannot prevent change, but you have to manage it well."

- Harriet Welty-Rochefort







Secluded homes in quiet streets.

The difficulties encountered by Jean et Mont-Marin in finding space and the price they had to pay to stay in this prestigious suburb of Paris are by no means unique. "A company that wants to move into Neuilly today has to be exmemely determined and patient," states Robert Labro of Jean Thouard, one of France's top commercial real estate . consultants. "Whatever space

Chambord

sive than certain prime areas in the 7th, 8th, 16th and 17th arrondissements, but a good deal more than many areas in eastern and northern Paris.

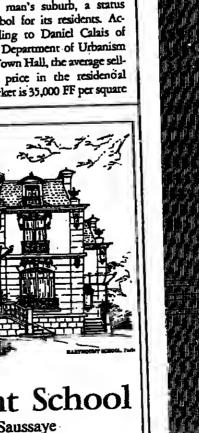
Yer, despite the influx of large companies, Neuilly has managed to preserve its tranquil residential character. An urbanization plan, first adopted in 1951, has protected it from being overrun by commerce and business. Zoning

will eventually be replaced by

house, anywhere between 10 and 25 million FF, there continues to be a strong market for them. A turn-of-the-century town house near the Bois de Boulogne (the largest park in the Parisan area), with 300 square meters of living space and a 150-square-meter garden, recently sold for 15 million francs. According to Noelle Por-

tier of Neuilly-Paris-Ouest, one of eight realty agencies based here, Neuilly is the perfect combination of city and country living. "Bordered by the Bois de Boulogne, we have numerous municipal gardens," Ms. Portier points out. "What's more, most apartments have large terraces or balconies, while town houses have gardens." One of the few vacancies currently available at Neuilly-Paris-Ouest, for example, is a four room apartment in a modern building with 120 square meters of living space, a 180-square-meter terrace and parking. It is selling for 4.7 million francs.

Such luxury, so near ro the center of Paris, is not within everyone's reach and over the years Neuilly has become a rich man's suburb, a status symbol for its residents. According to Daniel Calais of the Department of Urbanism at Town Hall, the average selling price in the residencial market is 35,000 FF per square



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TERNATIONAL

Ile de la Jatte. Neuilly's offshore center.

THE APPARENT PERSUADERS

N Neuilly the admen remain. Less brash than Madison Avenue, more spacious than Soho, the area currently houses at least 110 agencies. Despite takeovers, mergers and new firms being founded, the cast of characters remains fairly constant.

Havas was one of the first to arrive and, some claim, started the westward trend single-handed. In its latest incarnation as HDM, the giant group is now represented on three continents thanks to international oe-ins with Young and Rubicam in the United States and Dentsu in Asia.

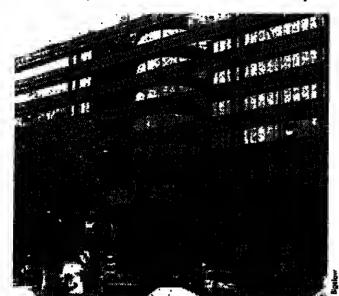
Belier is another worldwide presence, with offices in Neuilly, Soho, Madison Avenuc and Hong Kong. Its philosophy is to create national campaigns within an international framework. For, as Pierre Lecosse explains, "With a few notable excepoons such 25 Coc2 Col2 or Mariboro, cultural differences Neuilly's pioneer ad agency.

make it impractical to run the ketting director of Audour, same campaign in every coun-

"In France advertising is generally more emotional than in the United States. French people don't like to be advised or even informed," confirms Evelyn Soum, mar-

Soum, Larue/SMS.

Both Belier and HDM are linked to Eurocom, which last year reached a turnover of 15 billion francs. Of this figure, 10 percent was in the U.S., 40 percent in Europe and the remainder in France. The presi-



dent of the company, Bernard Brochand, oversees this empire from his office above the avenue Charles de Gaulle.

Barely 2 mile 2way, Dupuy Saatchi & Saatchi Compton is based, like D.P. Industries, its industrial affiliate, on the Ile de la Jatte. Back in 1973, when its current headquarters were built, the move was considered something of a novelty. Now, according to Didier Colmet Daage, "I believe that the He de la Jame has the potencial to become the He St. Louis of the 21st century."

For, along with internaoonal agencies like DMB&B, Neuilly naturally attracted other communications specialists. They now number some 400 in all, including film companies such as UGC and publishers such as Hachette. Neuilly Communications celebrates their presence with its annual Festival de la Pub, currently being held at the Theâtre de Neuilly. As more companies drifted away from the

city center and across the river into La Defense, the agencies continued to follow. But they preferred the peace of Neuilly to the bustle of the new commercial sector. Along with its relatively low overheads, it offered the added advantages of an upmarket area, five min-

utes from l'Etoile.

see us here," says Jean-Louis Courtois, of Pema 2B. The agency, which concentrares on high-tech and aerospace accounts, deals with over 500 international publications from its home on the island. For small and medium-

"Our clients are happy to

sized companies the trend is toward specialization. A recent arrival, Jonction, applies its expertise to recruitment advertising in national and business media. While Mao concentrates on its long-standing relationships with a few select clients, Prominter is anociparing pan-European business in

— Christopher James

HIGH-TECH HOSPITAL

T first sight, with its elegant facade and bright, sniped awning, the American Hospital of Paris could casily be mistaken for a hotel. The illusion is almost complete as visitors enter the hushed reception area, for the familiar clinical smell is nowhere in evidence.

Behind the scenes, the hos-

pital is a hive of activity. Around-the-clock care is provided by teams of nurses and technicians, who outnumber the patients by nearly three to one. The emergency services, which are on constant call for everything from road accidents to toothaches, deal with 12,000 cases a year while the outpatients department treats a further 80,000. Yet, within



Eighty years of American style medical treatment.

the 187-bed hospital, all is calm. Madame Stephan, the head of admissions, regularly finds the time to talk to new arrivals, soothe the anxious. and arrange a suitable room for their stay.

As N.V. Dial, president of the board of governors, explains: "We combine all the advantages of a large instituoon with those of a small, personalized hospital"

In areas such as radiology, ultrasonography and nuclear medicine, these advantages include some of the most advanced medical equipment :: available — such as a body scanner and the recently introduced lithotriptor - for diagnosis and treatment. For physiotherapy, the ground floor of the original wing has been entirely renovated and now houses a gymnasium, pool, whirlpool and massage parlor to rival any health center.

At an international level, exchange visits and conferences encourage the physicians and surgeons to share the benefit of their experience. The American Hospital already enjoys a reputation as one of Europe's leading centers for the diagnosis and treatment of heart disease. Under the supervision of a world renowned consultant biolois, is rivel (remization in-vitro and embryo transfer)

center is also nombered among the most successful of its kind

All this began in 1906, when members of the American community in Paris decided to introduce 2 hospital than could combine American style medical treatment and an English-speaking staff. Built on the site of one of Louis XV's summer homes, it first opened its doors in 1910. In the 1920s it expanded from 10 private rooms to a 120-bed hospital. By the mid-60s an extension. was needed to make room for a Department of Nuclear Medicine. In 1978 another wing was added. The latest project is a new, 6-story extension which will house an amphitheater and library as well as three floors of parking for 200 cars.

Though its name is often linked with the rich and famous, it is not an exclusive sanitorium. According to Mr. Dial: "We have this image," but 95 percent of our current clients are not in that category at all. They are just looking for the best quality health

As Treasurer Bob Meahl notes, the American Hospital is a non-profit-making organization. "Everything goes back into plant and equipment. The hospital receives no subsidies here or in the United

Much of its success is due to the tireless efforts of the board of governors. Mr. Dille who is head of worldwife sales and marketing for Pengeor, has been president since 1978. He szys: "I have tried to bring people with business skills to the hospital. We have tried to apply our day-to-day skills in financial and management planning in a new envirooment and, to our satisfaction, found them to be applicable."

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Since the 1980s, the annual level of investment has risen from approximately 5 million francs to its current level of nearly 20 million francs. Today about 60 percent of the bospital's patients are French, 20 percent are American and the remainder come from 100 other nations. But still it retains its identity, and remains the only private hospital in Europe to be recognized by the U.S. Joint Commission on Accreditation of Hospitals.

Mr. Dial's pride in this achievement is genuine. He enthusiastically explains how the extra space will be used "to make another floor for international medical exchange and conference library, for doctors' offices, outpatient services and administration all of which will, in turn, free more space for other services." But, clearest of all, is his explanation of the reasons behind all this voluntary effort: "I really do like helping people. I like saving lives."

Christopher James

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Fennel grilled perch

PRIVATE ROOMS

Restaurant

Lunch - Dinner

UNDERSTANDING EDUCATION

HERE was an air of festivity on the Marymount campus despite a Lsteady and telentless downpour. In the hallway, cartons were brimming over with canned and packaged food which, explained Sister Maureen Vellon, the headmistress, were destined for the poor. Downstairs in the kitchen, some of the children's mothers were preparing a special Thanksgiving meal complete with turkey, cranberry sauce and pumpkin pic. The excitement of the students was almost tangible.

All in all, the atmosphere was most extraordinary. A Thanksgiving dinner served in a school right in the heart of Neuilly is unusual in itself. Even more surprising is to find parents, usually regarded as an interference by most schools in France, involved in school activioes. "We consider our parents as the central educators in their children's lives and they provide us with invaluable help," explains the headmistress.

Founded by the Religious of the Sacred Heart of Mary in

1923, Marymount is a private Catholic school that provides an English language ptogram based on an American curriculum from pre-kindergarten to grade eight. One period of French is given each day by native reachers and for the minority of French students there's a course in English as a foreign language.

Of the 265 children attending the school, 50 percent are American, and the others represent 36 nationalities. Most of the children are in France temporarily with stays usually lasting about three years.

"Many children experience real difficuloes when their family is transferred," says Sister Maureen, adding that the most trying age is around sixth grade. The international staff is able to give them quite a bit of individual attention since classes are small: no more than 20 and sometimes as few as ten per class. The school also has a resource center with specialists in learning, speech, language and psychomotor roblems.

After school, the children

have a choice of a wide range of extracurricular activities including basketball, tennis, swimming, karate, dance, music, drama, art and computer science. On Saturday mornings the parents run a sports program for the children, acting as organizers and coaches for the "closest thing to the little league this side of the Atlanoc," according to Sister Maurcen. Marymount offers a two-

track religious program for its Catholic children (more than 50 percent of the students) and for those representing 17 other religions. During the three periods of religious education each week, the non-Catholics study world religions. "Here again the parents are a big help," explains Sister Maureen. "We often ask them to come in and share the meaning of their religions with the children."

One of the major goals of the school is to encourage an understanding of the differences in cultures and faiths throughout the world. Above all, we believe in the education of values such as

honesty and personal responsibility," says Sister Maureen. Each morning during the

week of Thanksgiving, the headmistress spoke to the children over the PA system. She asked them to reflect on their families, their schools and the country they are now living in, to think of someone to whom they were particularly grateful and to thank that person, Cheery and rosy-cheeked,

Sister Maureen stands our as a welcome contrast to the usual tight-lipped and stem school principal. As a child, she spent 12 years in one of the American Marymount schools. Attracted by the Sisters' devotion to each other and to the children, she in turn decided to join the community and devote herself to the education of others. She has been at the Marymount school of France for two years and declared in the November school newsletter that of all the children she has seen over the years, "the group that arrives here each day is, without a doubt, the happiest I've ever seen." - Joyce Wakmann

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Kirov: Ballet's

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■ Jazz Pictures in Singapore

■ 'Clean' Jazzmen in New York

■ International Arts Guide

CRITICS' CHOICE

International Herald Tribune

VIENNA

Modern Central European Art

"Expressiv: Central European Art Since 1960," the
first major international exhibition of its kind, has works
by 30 artists from Austria, Czechoslovakia, Hungary,
Poland and Yugoslavia. Some of those represented are officially approved, some not; a few have never exhibited
in their own capitals. Paintings and sculptures range from
the Freudian death-masks of Arnulf Rainer to diptych
and triptych heads byaks of Arnulf Rainer to diptych
and triptych heads byaks Birkás; from the layered paperwork of Adriena Simotová, to the surreal social realism
of Mića Popović; from blood and excrement splashings by
Hermann Nitsch to toxmented torsos by Magdalena
Abakanowicz Conceived by Dieter Ronte, director of Vienna's Museum of Modern Art, and Washington art
historian Meda Mladek, a Czech emigré, "Expressiv" was
five years in gestation, meeting with both cooperation Modern Central European Art five years in gestation, meeting with both cooperation and indifference from the various government bureaucracies. At Vienna's Museum of the 20th Century until Jan. 26. it will go to the Hirschhorn Museum and Sculpture Gallery in Washington from Feb. 18 to April 17.

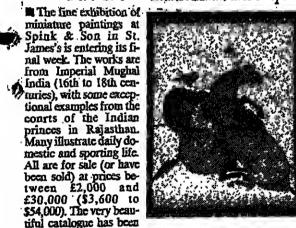
LONDON



The controversial German artist Georg Baselitz has caused much scandal and sen-Berlin (1963), when an exhibition of paintings was twice closed by the police because of allegedly pomographic content, and at the Venice Biennale (1980). to be giving the Nazi

salute. But, like all controversial artists, Baselitz claims to be much misinterpreted. These days he paints upside down, which is, he says, "the best way to empty the contents out of what one paints." Now he is showing a collection of recent sculpture and early woodcuts at the Anthony d'Offay Gallery. The massive carvings are rough-hewn in wood, and the centerpiece, "Greetings from Oslo" (shown bere with its creator), is the first female figure be has made. "By working in wood I want to avoid all manual dexterity, all artistic elegance, everything to do with construction. I don't want to construct anything," says Baselitz in the handsome book accompanying the show. Gallery express d'Offay explains: "Feshewing natshow. Gallery owner d'Offay explains, "Eschewing naturalism, he chips away unceasingly, breaking through to the deeper reality beneath the surface appearance of things in a way that has nothing to do with self-expression." At 23 Dering Street, New Bond Street, until Jan. 16.

Indian Miniatures at Spink



written by the American scholar Dan Ehnborn, with a contribution by Andrew Topsfield of the Ashmolean Museum, Oxford. Until Dec. 18.

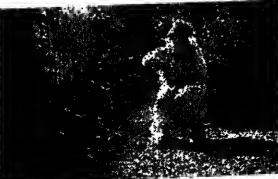
REGGIO EMILA

400th Anniversary of Orsi

On display at the Teatro Valli is a major exhibition of the work of the 15th-century artist and architect Lelio Orsi (1511-1587), the first in nearly 40 years, and an effort to revive interest in a little-known name. Timed with the fourth centenary of Orsi's death, the show features more than 100 of the artist's paintings, restored frescoes and drawings. The Rijksmuseum, Amsterdam, museums in Lille, Montpellier and Besançon, the National Gallery in London, the Ashmolean Museum, Oxford, and the Medanouth Athenancia Hastend Connecticut have the Wadsworth Atheneum in Hartford, Connecticut, have lent works. Most of the buildings of which Orsi was ar-chitect have been destroyed, which is one reason he is not better known. Orsi's main architectural activity took place in Novellars, his native city, under the patronage of a branch of the Gonzaga family. His work is still partially visible including many rooms he designed and partially visible, including many rooms he designed and decorated in what is now the Gonzaga Museum, and the central part of Santo Stefano. Until Jan. 30.

PARIS





■ In the early 1900s, during his association with the Nabi group of artists, Pierre Bonnard experimented with photography, a little-known side of his work that an exhibition at the Musée d'Orsay explores in a collection of about 100 photographs. Bonnard's studies of his wife, Marthe, (an example above) reveal a dreamy, sensuous world, an attentiveness to composition and play with subtleties of light and shade. Alongside these, gentle scenes of his children. fleeting moments of family life, his trips of his children, fleeting moments of family hie, his trips to Venice and Spain, breathe with the same ephemeral lightness, intimacy and vivacity as his paintings. A finequality volume by the photography curators of the Musec d'Orsay, Françoise Heilbrun and Philippe Neagu, reproduces and documents Bonnani's turn-of-the-century discovery of photography. Until Jan. 25. (Cynthia Guttman)

ingrad is back in Paris in force for the third time in nine years, in-stalled with its own orchestra for eight weeks at the Palais des Congrès with a repertory of six ballets and several excerpts, a cross section of tradition and novelty. And since this span of time roughly coincides with the decade since Oleg Vinogradov took over as artistic director, it is a good, extended chance for Western ballet enthusiasts to measure how things stand at the mother church. Mother church? A bit much, perhaps:

by David Stevens

ARIS - The Kirov Ballet of Len-

after all, ballet did not begin in Leningrad (or St. Petersburg). But consider the importance of Petipa, the transplanted Frenchman, and the legacy that he and Tchaikovsky created at what was then the Maryinsky Theater, and the aftereffects in the West through Diaghiley. And closer at hand, think that less than five years ago it was possible to say that the artistic directors of the Kirov, Moscow's Bolshoi, New York City Ballet, American Ballet Theater and Paris Opera Ballet were all products of this theater, its tradition, and perhaps most basically, its related school. Balanchine died in 1983, but Vinogradov, Grigorovich, Baryshnikov and Nureyev are still in place.

In the Soviet cultural hierarchy, the capital's Bolshoi Ballet carries more clout, but the ballet world looks first to the Kirov for assurance that tradition is being sustained, that the top ranks of dancers are being replenished, and that the source of a certain

aristocratic elegance that is this company's rappy from the West. (Is this glasnost? Or hallmark has not dried up.

HEN Vinogradov took over in 1977 he had his work cut out for him. The company had been badly shaken by spectacular defections, the repertory outside the classics was sterile (one of the reasons for the defections), and there was smple evidence of internal strife. The progressive evidence of these three Paris visits, the last one five years ago, is that Vinogradov is leading the company back to the heights, even if there is still a way to go. Perhaps "back" is not quite the right word, for although the 19th-century Romantie classics clearly will remain the backbone of the repertory. Vinogradov also has an expressed commitment to contemporary works and to the introduction of choreog-

perestroika?)

But the report is that this is a company in general good health and getting healthier. The female corps de ballet is the backbone of this kind of company, and the Kirov's is strong — although a certain tentativeness in the Kingdom of the Shades act from "La Bayadère" and a certain blandness in "Chopiniana" (alias "Les Sylphides") suggests that the present corps may be younger on average than that seen here in 1982.

In the front ranks the situation is less certain. The devastating losses of people like Nureyev, Makarova, Barynishnikov and Panov have now largely passed into history, but there must be a cumulative effect from the fact that they transferred their talents to the West before or at the must have been felt in the long run as the excerpt and as a soloist in the gala lifts of

principal dancers worthy of that rank, clearly meant to be seen, there were contri-stronger on the female side than the male, butions of impressive promise from Yelena stronger on the female side than the male, butions of impressive promise from Yelena The company is here with about half of its Pankova, Zhanna Ayupova, Veronika 200-odd dancers, which means that choices Ivanova and Yulia Makhalina, have been made about whom to show, who is ready to be measured against the performance of five years ago, who is ready to be

seemed unblemished in two "Chopiniana" tova, who was presented to the West five years ago, now at 26 is living up to her promise. Her technique and musicality were impressive as Medora in "Le Corsaire" and in one of the "Paquita" variations, and she seemed comfortable in the contortions of Maurice Béjart's "Bakhti." More important, she has a charismatic radiance that projects from the stage - even in the cavernous Palais des Congrès - and that cannot be taught.

Olga Chenchikova is back, and brilliantly so in a "Paquita" variation and in an ends or as an entry in competitions. Vague-excerpt from Bejart's "Notre Faust," the latter suggesting an extraordinary stylistic flexibility; her long line, precision and directness of technique and style suggest a dancer who would blossom in the Balanchine repertory. Tatiana Tcrekhova was a

peak of their careers, and their absence glittering blond Nikia in the "Bayadère" absence for many years of exalted and "Paquita," utterly assured and a bit cool.

challenging models.

Still, the Kirov has come here strong in welcome again, and in secondary parts, but

Scenes from the Kirov Ballet's perfor-

mances at the Palais des Congrès in Paris:

above left, "The Knight in the Tiger's

Skin"; above, "Potemkin"; and, below

left, "Le Corsaire."

N the male side, the revelation and crowd-pleaser of the Paris visit so far has been a 24-year-old demicaractère dancer named Faruk Ruzimatov DD to the list of the century's durable ("Razzmatazz," an American visitor preballerinas the name of Irina Kolpa- ferred to call him). As Ali in "Le Corsaire" kova, whose crystalline style he displayed a stunningly acrobatic technique and a sure bravura sense of how to solos — this at 54 and after a quarter-century in the company. Altynai Asylmura-partnered Asylmuratova in "Bakhti." Yevgeny Neff, Konstantin Zaklinsky, Marat Dankayev, Yeldar Aliyev and Sergei Berezhnoi give the company a group of reliable principal men, but on the whole little more than that.

In the area of repertory, the Kirov managed to open with a ballet that is both a classic and a novelty — its latest staging dating from last April, of "Le Corsaire" — known in the West almost exclusively through a grand pas de deux often used as a showpiece on programs of gala odds and

Continued on page 8

Heidegger and Nazism: The Dark Side of Being

by Katherine Knorr

ARIS -- It is sometimes most difficult to separate a man from his work. We wonder about great humanistic artists who turn out to be unfaithful friends and bad losers, but we tend to forgive in front of their work. The situation becomes more complicated when we find that great writers held repugnant personal beliefs — Pound and Céline are cases in point -- or even that writers who seemed defenders of freedom are in fact defenders of a different tyranny, like Sol-

zhenitsyn.

But nothing is more difficult than the case of the extraordinarily influential 20thcentury philosopher Martin Heidegger, who as far as can be seen was a respected and flourishing citizen in Hitler's Germany; who after the war unconvincingly portrayed himself as a victim of the Nazis, and more important, who never denounced the systematic extermination of the Jews.

A book recently published in France by a Chilean-born professor from the Freie Uni-versität in Berlin has landed like a small bomb on the European press, rating out-rage and approval in France. West Germa-ny and Italy for its thesis that Martin Heidegger had much more than a passing fling with Nazism and, indeed, strove ambitiouswith Nazism and, indeed, strove ambitiously to rise to the top of the Nazi intelligentsia and to recast the higher educational system into a true National Socialist program. Heideger scholars and Heideger haters are singing mud at one another — in one notable exchange, one French scholar accused another of being an anti-Heidegger fascist - and everyone is debating the basic problem: Can one continue to read Heidesger? (Well, not everyone; Heidesger is a notoriously complicated writer; and nearly untranslatable.)

Victor Farias, author of "Heidesper et le Nazisme" (Verdier) and once a student of Heidegger's, has written a fairly dull but carefully researched book that looks at factions — essentially between rich and those archives that are available (many are poor, anistocrats and populists — and points: Heidegger was a dues-paying mem-comfortable Catholics informed his later

ber of the National Socialist Party from 1933 until 1945, rather than for the single year he admitted to; Heidegger many times praised Hitler as the true leader for Germany, and was not above denouncing colleagues for being too friendly with Jews and for other sins; Heidesger intrigued to be in the forefront of imposing his brand of social revolution in the universities and only lost out because of factional infighting. Finally, and most damaging for Heidegger's writing and for those who would have forgiven his acts as human foibles, the basis of his philosophical thought was deeply rooted in extreme nationalism and anti-Semitism.

This would seem to close the case. It does not and will not, as many documents are still unavailable and as Heidegger scholars continue to try and separate the philosopher's overwhelming influence from his personal failures. One can quibble with Farias's polemical style and indeed with his far-fetched comparisons between Heidesger's work and that most unintellectual of books, "Mein Kampf." Still, Farias's evidence, coupled with the recollections of such people as Karl Jaspers, Karl Löwith and Hannah Arendt — though Arendt, once his lover, felt sorry for him and defended him after a facility. fended him after a fashion -- leave no doubt that Heidegger was a Nazi and deep-ly impressed by Hitler's jingoism. He was also an arrogant and ambitious man, and his silence after the war, when he was barred from teaching for what was then thought to be only momentary approval of Nazism, seems only proud outrage that

anyone dared to touch him.

When Jaspers asked him how he thought
a man as uncultured as Hitler could lead
Germany, Heidegger answered: "Culture is of no importance. Look at his marvelous

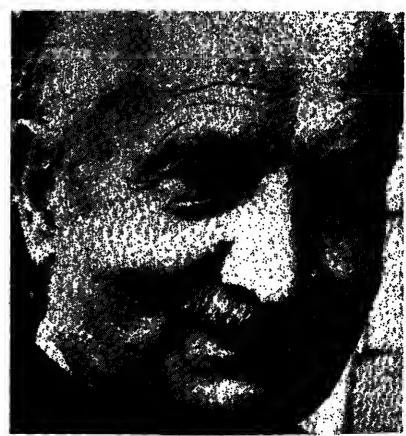
Heidegger was born in 1889 in Messkirch in southwestern Germany, the son of a Catholic sexton of modest means. He grew up amid bitter battles between Catholic not as he notes) to make the following clearly this poor boy's vision of the more

opinions on the importance of the masses. He was also, as was characteristic of southern German society, deeply steeped in the idea of homeland, in the largest and smallest sense - of Heimat. After a flirtation with religion, as a Jesuit novice, he went on to study theology at the University of Freiburg, but eventually turned away from the church. Still, his first noted work was on a 17th-century Viennese monk known as Abraham a Sancta Clara, who believed in the superiority of the German race and poured virulent abuse on Jews, Turks and other inferiors. After Heideg-ger's long and tumultuous career, his last major paper was also on Abraham a Sancta

E studied with Edmund Husserl, the doyen of Phenomenology, and succeeded to his chair at Freiburg University, although he would eventually break with his mentor. In 1927, he published his famous "Sein und Zeit" (Being and Time), an obtuse work in which he invented a lot of words (dedicated to Husserl, it already showed the parting of the ways). Heidegger was influenced by Kierkegaard and Nietzsche, and in turn influenced such pop stars of Existentialism as Jean-Paul Sartre.

The most controversial part of Heidegger's career, which led him to be banned from teaching in the university system after the war, was his year as rector of Freiburg in 1933-34. He took over after the local Nazi leader hounded out the previous rector, and clearly sought to ingratiate himself with the government. During his tenure, books were burned, Jews were banned from teaching, the curriculum was tailored to reflect the national goals and exclude such subversive concepts as relativity. Priority for scholarships was given to students affiliated with the SA, and scholarships were denied to those Jewish students who re-

It is clear from Heidegger's letters and memos, cheerfully signed "Heil Hitler," that he was enthusiastic and perhaps even overzealous about the goals. A conference he gave at another university in 1933 was



announced by the Neues Tübinger Tagblatt: "There are very few professors who are as concerned as [Heidegger] is about Nasand totally." While he never expressed any attorage interest in the bizarre hiological and totally." While he never expressed any attorage interest in the bizarre hiological and totally." other racist theories of certain Nazi men of power struggle to control the teacher and science, he was nothing if not opportunistic student organizations, having backed the and he gathered around him some men radical group gathered about Ernst Röhm whose intellectual achievements were at and the SA. best dubious but whose race studies were good politics.

His tenure as rector was embattled. This

Continued on page 9

The aristocrats on board the Potemkin.

Kirov in Paris

Continued from page 7

yinsky before it reached its more or less final form in 1899. The new version is attributed to Pyotr Gusev, "under the supervision" of Vinogradov, but the essence is in the preser-

vation of Petipa's choreography.

Dramatically, "Le Corsaire" is complex hokum about a Greek girl, Medora, sold into slavery and rescued by a pirate, Konrad, who becomes her lover. There are multiple abductions, poisoned flowers, a slave market, a lecherous pasha, odalisques, and a celebrated "Enchanted Garden" scene. Musically it is an uneven mishmash, with roots in Adam, borrowings from Delibes, and con-tributions from the old St. Petersburg firm of

Pugni and Drigo. It is schlock, but marvelously entertaining schlock, and the new Kirov production is a colorfully exotic one. Teimuraz Murvanidze's sets have a lot to do with this, and presumably he is responsible for the striking prologue and epilogue, both showing the pirate ship tossed in a raging sea - the kind of old-fashioned scenic effect that can still

get applause on its own.

And there is plenty of dancing, splendidly carried off in the performance in question by Asylmuratova as Medora, Neff as the heroic Konrad, Ruzimatov as his friend Ali, and Zaklinsky as the slave merchant. Surprise: The pas de deux is a pas de trois in the complete ballet, and a brilliant one as carried off by Asylmuratova, Neff and Ruzimatov.

INOGRADOV has also brought along his own most recent choreography, "Potemkin," a "ballet-allegory" played without intermission in a prologue and 11 scenes. It is a characteristic Soviet "contemporary" product in the sense that it refers to a event of historical and ideological significance — the mutiny of the sailors on the hattleship Potemkin in St. Petersburg in 1905 — and also in the sense that, although it requires strong male dancers, it is the narrative and theatrical values that turn out to be

more important than the strictly choreo-

The action depicts the mindless discipline and the cruelty of the ship's officers, the inane behavior of a czar-like character and his entourage, and through it all sweeps an allegorical figure of Death with his statutory scythe, taking various crew members and a group of unarmed populace —an allusion to the events at the Winter Palace in that year. The revolution failed in 1905, but here the sailors understand their moral force and move inexorably toward a better future.

Vinogradov's vocabulary hovers between mime and dance, the scenes are brief and fast-moving, and there is energy and conviction in the execution. Alexander Tchaikovsky's score is cut to measure, but faceless music. Murvanidze's sets, armor-plating and heavy weaponry, are oppressively effective.

The program of sbort ballets and excerpts provided a tantalizing sample from another recent Vinogradov work, "The Knight in the Tiger's Skin," and the full ballet is being performed once (Jan. 5). "Swan Lake" returns from Dec. 15 to Jan. 3, with numerous cast changes, and the season closes with four performances of "Giselle" from Jan. 7 to 10, two of them with Yekaterina Maximova and Vladimir Vasiliev, guests from the Bolshoi.

The story is that, when George Balanchine returned to Leningrad with his New York company, Konstantin Sergeyev (then the Kirov director) welcomed him "to the home of classical ballet." No. Balanchine replied, Leningrad is the home of romantic hallet; New York is the home of classical ballet.

Perhaps the most interesting aspect of the Kirov at this stage is its openness, under Vinogradov, toward choreographers from the West. Bejart and Roland Peut have staged works for the company, and now it is reported that Balanchine - the great formalist — will enter the repertory of his former home theater for the first time with "Serenade" and "Scotch Symphony." That would be worth the trip.

Pictures of Jazz in a Singapore Bar

by Paul Zach

INGAPORE - A casual encounter under the swirling ceiling fans of the Saxophone bar and restaurant has produced an unexpectedly harmonious setting for the debut of an exhibition of

jazz photographs by Robert Freeman. Freeman, a London-based photographer best known for the stark hlack-and-white image used as the classic album cover of "With the Beatles," discovered Saxophone while shooting a television commercial here early this year. There, he met Fabrice de Barsy, the cluh's 25-year-old Belgian owner. At the time, Freeman had just dusted off

his moody, old jazz images: an intense John Coltrane blowing a sax and flute into a mirror to boost the clarity of their sound; Dizzy Gillespie exercising his elastic cheeks with the Jazz Messengers, and other greats such as Eric Dolphy, Coleman Hawkins, McCoy Tyner, Cannonball Adderley and Elvin Jones immersed in their art.

Back in London, Freeman was encouraged to invest the effort in producing highquality prints for exhibition when he showed the pictures to Alice Coltrane, who was in town for a concert. "She kissed the main portrait of Coltrane and commented that the pictures captured that lyrical moment when a music an was at one with his instrument, Freeman recalls.

HE exhibition, which runs through Dec. 18, is scheduled to make the rounds of more traditional venues in Tokyo, London, New York and Paris next year. But the Singapore club makes for a stylish and surprisingly apt introduction for the photographs.

Set in a converted Chinese shop behind a pink meon sign, Saxophone is the kind of cozy niche where jazz thrives. Musicians the likes of Ellis Marsalis (Wynton's father) have jammed on the raised makeshift stage behind the bar on the narrow first floor. At night their sounds waft up to the second floor dining room where Freeman's blackand-white portraits take on an added dimension amid the pink and grey decor.

Freeman, 48, likens the choice of venue to launching a play off-Broadway. "I felt a sympathy with the atmosphere of the restaurant and was amused at the idea of having, just out-of-the-hlue, an exhibiton in Singa-

Freeman was a 23-year-old Cambridge liberal arts graduate just starting his career in photography when he approached a promoter of jazz concerts in London to check out the possibility of shooting on stage and backstage. "That gave me access to dressing room atmosphere where I got intimate shots of the guys which are probably still unique to some degree, especially those of Coltrane."

Freeman recalls those sessions vividly: "I remember Theolonius Monk walked onstage slowly, and started playing. After a short while his hands worked their way to the high end of the keyboard. He just continued play-





Two views of John Coltrane, practicing the flute and the saxophone in front of a mirror, for greater clarity of sound

ing beyond the keyboard into space while a solo went on from another instrument, moving toward the footlights until someone came in from the wings and quietly steered him back to the keyboard where he contin-

The graphic character that comes through in the raw, grainy pictures earned the aspiring young photographer assignments with magazines in England and London, particularly the Sunday Times.

More importantly, it led to Freeman's association with a still relatively unknown group called the Beatles, who were on their first British tour at the time. Freeman contacted their manager, Brian Epstein, and he asked Freeman to send some samples of his

"I sent them a selection of the jazz portraits. They said they loved the prints and the impact of the grainy black-and-white quality and the details, the big close-ups of heads and hands. I think they appreciated not only the artistry of the musicians but the way the photographs reflected that."

WO weeks later Freeman met with the Beatles in Bournemonth, It was August, 1963. "We got on well. We had a good rapport. I liked their sense of humor, their manner, their music and the signed the covers of John Lennon's books,

atmosphere around them so I decided to stick around for a few days and take some

In an introduction to Freeman's 1983-book, "Yesterday: Photographs of the Bea-tles," Paul McCartney wrote that "although many other people were taking photos of us at that time, I think we all felt that his stuff tomelons summed as a content follows. The somehow summed up our own feelings. The photographs were artistic without being pretentious, and yet they were commercial enough to be enjoyed by the ordinary fan in

The landmark "With the Beatles" cover, called "Meet the Beatles" in the United States, was done in the dining room of the Bournemouth hotel where the Beatles were staying. Freeman used natural light and a telephoto lens to give a compressed look to the scene and make all of the Beatles' heads look about the same size. The result was an album photograph that a New York Times book reviewer later called "the quintessential rock album cover."

Freeman went on to do four other Beatles alhum covers: "A Hard Day's Night," "Bea-ties for Sale," "Help!" and "Rubber Soul." He also designed and filmed the title sequences for the two Beatles movies and de-

"In His Own Write" and "A Spaniard in the

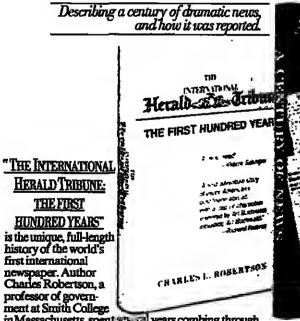
The idea for the elongated, stretched perspective of "Rubber Soul" came about when Freeman was projecting slides for the Bea-tles on an album-sized piece of white card-board and he inadvertently tilted the card backwards. McCartney immediately reacted to it and the cover was printed that way.

REEMAN and the Beatles parted ways in 1966. "It was time to move on." Their lives were changing and the times were changing. We enjoyed the spring-time of their fame and our association and now it was summer and we didn't want it to go into winter. So 'Rubber Soul' was the

Since then, Freeman has done film work . with Boh Marley and the Wailers and Led Zeppelin, and produced documentaries, films and advertisements around the world. From 1978 to 1985, he lived and worked in Hong Kong where he still maintains a film production company in partnership with his vife, Tiddy Rowan Freeman, Exhibitions of his photographs have appeared in London and Paris, among other places.

Paul Zach is a Singapore-based journalist and the author of "Indonesia — Paradise on the Equator," Times Editions.

Two Lively Centennial Books Trace the SPIRITED HISTORY OF THE TERNATIONAL HERALD TRIBUNE.



in Massachusetts, spent and years combing through the paper's archives, interviewing its personnel (both active and retired) and then assembling a vast range of materials into a history that reads like biography — the life story of a venerable but still rapidly

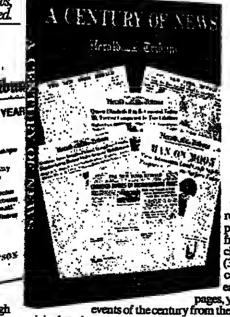
changing institution.

The paper's full story is presented here: its colorful roots in Paris of the Belle Epoque, its defiant refusal to leave Paris during World War L its place in the lives of the "Lost Generation" of Americans drawn to Paris in the 1920's, its dramatic closure and exhilarating revival in the 1940's, its transformation into a global

newspaper in more recent years.

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each chapter.
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Herald Eribune _____

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ture, examples of the technology of — To Jan. 10: Portraits of Eurothe period, political posters, cine-pean royalty by German-born ma and photo-journalism. •Hayward Gallery (tel: 928.57.08)

- To Jan. 10: Diego Rivera: a Barbican Centre (tel: 638.41.41).

—To Feb. 7: The Edwardian Era:

er's work includes drawings and reproductions

British art and society under the cubist-era works and reproductions

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minated manuscripts, embroider-

- To Jan. 17: An exhibition of 58 Soviet posters from 1917-1945, in conjunction with the 70th anniversary of the October Revolution.

Serpentine Gallery (tel:

402.60.75).
— To Jan. 10: Life of the Dead: Mexican folk art done for the Day of the Dead, All Souls Day, notably

figures in papier-maché.

•Tate Gallery (tel: 821.13.13)

— To Jan. 3: Manners and Morals

- Hogarth and British Painting 1700-1760: 200 works, including more than 30 by Hogarth and early works by Gainsborough and Reyn--To Jan. 31: Beatrix Potter: over

400 illustrations and paintings by the author.

— To Dec. 27: Turner and the Channel: watercolors, sketchbooks and prints (c. 1845) including works on loan from private collec-

•Royal Horticultural Society's Old Hall (tel: 834.43.33).
— Dec. 14-Feb. 20: 2,000-year-

old terra cotta soldiers and other artifacts from the excavation near Xian, in central China, discovered in 1974.

— To Feb. 21: Fernand Leger:

The Later Years. 50 paintings and 50 drawings and watercolors. Victoria and Albert Museum (tel:

Britain's royal family by Cecil Beaton taken between 1939-1970. -To Feb. 7: The Art of the Shoe, 1927-1960. 200 items of footwear by the Italian designer Salvatore Ferragamo (1898-1960).



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589.63.71). — To Feb. 1: 100 photographs of



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WEEKEND

At these highest levels of academe, all sides proved ugly: Heidegger sought to block the appointment as professor at Göttingen University of Eduard Baumgarten, a former student, by saying that he came from "the circle of liberal-democratic intellectuals around Max Weber" and that "after failing with me he has sotten close to the Jew with me, he has gotten close to the Jew Fraenkel." The letter was sent to the head of Göttingen professors, but was not used be-cause the latter felt it was too full of hatred. At the same time, Heidegger was accused by rivals of "owing his fame to Jewish propa-ganda" and of being "a highly dangerous chizophrenic."

Despite his losses in the power struggle, Heidegger continued to be well-loved by the regime. He was repeatedly urged to join the Nazi delegation to the 1937 Paris Congress on Philosophy, and only begged off when he found that he was not to be the head of the

Heidegger's brilliance as a teacher is uncontested. He drew students from around Germany, many of them brillian and many of them Jews, who mostly parted with him as he rose to power. The new revelations about his Nazi career, in light of the enduring strength of his teaching, and the strength and influence of "Scin und Zeit," raise difficult questions about the devotion to Heidegger of many West European intellectuals. If Heidegger's thoughts were rooted in the specific xenophobic intellectual trends of southern Germany, what indeed has he to say today? The controversy will go on.

FTER the war, Heidegger wenl on writing and giving conferences. His last kirch in 1964, called the virulent Abraham a Sancta Clara a guiding force for Germans, "a master for our life, and a master of the

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language."
In Heidegger's last printed words, a fuzzy posthumous interview in Der Spiegel, he defended the greatness of National Socialism and sought to make a distinction be-tween the grandeur of what he felt was real National Socialism and what he felt had gone wrong. Heidegger was never a demo-crat, and he continued to show an exacerbated nationalism, saying, notably, that when the French began to think they spoke in

This was the last example of what made even defenders of Heidegger uncomfortable: He never admitted any mistakes or retracted anything. Hannah Arend1 blamed what she thought was a temporary flirtation with Nazism on Heidegger's German Romanticism, his belief in the earth and the people and his suspicion of modernity. She also blamed his wife, Elfriede, a virulent Nazi who was always suspicious of Heidegger's relationship with Arendt,

But it seems that Arendt was too mild toward Heidegger, or that she approached him with the same wise, broad and humanistic view that, in her controversial coverage of the Eichmann trial in Jerusalem, led her to coin the phrase "the banality of evil."

'Clean' in New York: **Two Different Paths**

by Mike Zwerin

EW YORK - Trying to make 10 traffic lights bouncing down Park Avenue South, the taxi driver said he was writing a book about the history of "The Great American Jumprintable act]," which he traces back to the French influence on American Doughboys during World War 1. I gave him \$4 for the ride and \$2 for the rap and got out in front of 55 Christopher Street.

The 55 Bar on Christopher Street was once known more as a hospital than a bar. Some of New York's creative elite like Delmore Schwartz and Paul Desmond drank themselves to death in there. Now the enthralled andience made it seem more like a temple. Mike Stern was reconciling Wes Montgom-ery, Jimi Hendrix and John Coltrane on a hard-driving neo-bop version of "Meadowlands." Stem had been a more rocky guitarist on more than one level during his three years with Miles Davis. He was on the wahwah pedal with the volume at distortion point, sniffing what he calls "paragraphs" rather than lines of cocaine and he drank whatever was around. Davis fired him in 1953, saying: "Come back when you cool

Jazz players, including the young Davis, followed Charlie Parker into drugs during the '40s and '50s and they are following the mature Davis away from them in the 80s. When Miles told me that, I had to take it seriously," says Stern. "I realize now I was that close to checking out. I joined several rehab programs. I'm getting more centered now. It may sound corny but reality really is better. It's helped my playing but it can get complicated. I recently heard my first record for the first time in years and for awhile I didn't recognize myself. I said, Who's that? Sure sounds good. Then I remembered it was me and the kind of person I was then and I didn't like it anymore."

E returned to Davis for eight months in 1985, has since recorded as a lead-Ler and, now 35, is featured with the hot Michael Brecker quintet. In a recent cover story, Guitar Player magazine called Stern "the jazz guitar voice of the late '80s." We made an appointment for an interview for Sunday morning (rehabilitated time for an ex-addict) at his apartment on 23d Street. When I arrived, he was with Steve Khan, who is producing his second record. They were discussing whether to orien! the album more toward sophisticated rock or contemporary jazz. When Khan left, Stern brewed two bowls of coffee so strong it might be illegal. He laughed between sips: "Well, hell, you have to do something."

I remembered one cleaned-up old-timer telling me: "These young guys going to work wearing three-piece suits carrying a briefcase and a portable computer are kind of scary. This is hard for me to say bul maybe we

to have split the difference.

t asked him how he could play the emo-

tional, mature straight-ahead jazz I had beard in the 55 and even consider recording anything else.

"To tell the truth I'm kind of schizzed out about it," he said. "I'm not trying to go for any preconceived notion of what the public wants, but I grew up with the Beatles and then fell in love with jazz. I come by both honestly. That may be my biggest dilemma, or gift, I'm not sure which - probably both. I'm just going to make the best record I can - and later when I listen to it 171 probably hate it." He stopped for a beat. "I'm hard on myself. But belop and rock don't mix on the same album. Someday may be I'd like to do a kind of suite with all my influences in it, but I'm not ready for that yet.

"Then there's the problem of technology That can be a hassle. I'm a hasslee. It's confusing, how far to go. Those electronic toys can sound so slick, people get seduced. I think it will eventually assume more perspective. Maybe the same fight took place over the piano. Some harpsichordist probably screamed, "This isn't music!" "

In his off-Broadway play "Prison-Made Tuxedoes," George Trow tries to relate the musician Frank Morgan's life as a convict and prisoner of drugs to his own privileged but sterile twist-dancing background. (Trow is on the staff of The New Yorker magazine.) He maintains they were prisoners of opposing lifestyles. At the end of the play both characters are liberated by coming together. Extremely unrealistic drama.

"Rock isn't music!" Morgan exclaimed after I raised Stern's dilemma. "Rock is not worthy of being a conversation piece for me. If I'd have known in advance that you liked it, I would probably not even have spoken to you. I've put enough impurities in my body."
The 53-year-old Morgan is not "schizzed out" about music. He has always been a behopper and considers the form to be "infinitely expandable." He might be called a bebon addict.

New York is in constant need of new heroes and Morgan is it this season. There is the play, in which he also stars, and he has led bands twice at the Village Vanguard and released two praised records this year. He's an impelling saxophone player, intelligent, well-read, lucid about his hirid past and an avowed master of the scam — good copy. His press has been phenomenal — a page in Newsweek, an appearance on "CBS Sunday Morning" and a flood of Frank Morgan

In 1955 at the age of 21, he was already working with top-level people like Milt Jackson, Dexter Gordon and Kenny Clarke in his native Los Angeles. He mourned the death of Charlie Parker by shooting up and playing





"Rock isn't music!" says Frank Morgan, right. Mike Stern is "schizzed out about it."

"Don't Blame Me." The liner notes on his first album touted him as the new Charlie Parker. It was a heavy burden. He spent most of the following 30 years either in prison or on the street scamming ("I never carried a gum") to support a \$1,000-a-day heroin habit. He forged checks, fenced stolen property, cleaned out stores. He thought of himself as an expert criminal, though now he says: "Actually I became an expert at failure. I was addicted to prison life. I was a star in prison. I didn't have to think for myself, I had all the dope I needed and I did more playing inside than out."

TEGATIVE peer pressure was so ines-capable in belop's earlier years that one of its best bands could only be beard in prison. Morgan co-led the San Quentin warden's band with another famed alto-man casualty, the late Art Pepper. They rehearsed in the yard during the day (inmates would drop off "presents"), and gave weekend concerts (wearing prison-made tux-edoes) for up to 2,000 people. They walked in and out of their cells "pretty much at

will." When Morgan fell heavily into debt with his drug dealer, his fellow convict the Black Panther George Jackson passed the word and the debt was written off. Paroled in 1985, he is on a methadone program. He says that a recent review calling him "the greatest living alto saxophonist" almost sent him back to heroin.

During a rehearsal break, after he'd had a heated discussion with George Trow about just how much of each of their lives should be in the play, I asked Morgan wby drugs were a part of so many musicians' stories. "It's by design," he answered without hesita-We are the victims in the neighborhoods that they saturate with drugs. Whoever 'they' may be. 'Just say no' is great and people should just say no, although I'm not so sure that the people telling us to say just say no are all that innocent. But I'd rather not get into a discussion where whal I say might cost me. I don't want to talk about the government or the CIA and all that stuff. Anyway there's nothing I can do about it other than work on myself to limil my susceptibility to what they offer.

"I just live my life in E-flat, I play an Eflat alto saxophone and that's my voice. I'm following guidance, trying to be a productive and loving buman being, trying to live by the rules -do mnto others, etcetera. I want to be the best artist I can and learn how to enjoy a peaceful life."

Is he worried about the possibility of fleet-

ing fame, and was he prepared for it?
"I'm optimistic," he replied. "I have to be. Because I know the other side of the coin. To be pessimistic is to die. It's a copoul for an artist, a good reason not to practice or create anything. You know, Why try? They're not going to appreciate it anyway. They're not smart enough to understand what I do. Don't blame me.' That's nonsense. You're stupid to play this umsic if you're not optimistic. You'd better do something else. Opti-mism is an absolute requirement."

The following afternoon, on my way to buy some bagels and lox to take back to France, I pushed through a multiracial group of young and shaky wrecks openly exchanging small folded packages for cash on sunny Second Avenue. One of them was carrying a saxophone case.

INTERNATIONAL ARTS GUIDE

FRANCE

Centre Georges Pompidou (tel: from the Prado representing Span-

42,77.12.33). - To Jan. 3: A major retrospective celebrating the centenary of Le Corbusier (1887-1965), with over 350 drawings, 60 models, 300 pho-tographs and diverse art works by the architect.

- To Jan. 11: Lucio Foutana: Sculpture, ceramics and drawings are among 150 works from 1926-

•FNAC Etoile.

— To Jan. 9: Regards croises: Black and white photographs by Charley G. Cupic.

•Grand Palais (tel: 42.61.54.10) - To Jan. 4: A Fragonard retrospective comprising 350 works -paintings, drawings and engravings organized in collaboration with the Metropolitan Museum of Art in

New York. -To Feb. 15: Treasures of Celtic Princes: objects from 20 of the best known Celtic burial sites excavated since 1950 in many parts of western

•Musée des Arts Décoratifs (tel: •Wallraf-Richartz-Museum (tel: 42.60.32.14). - To Jan. 31: Arne Jacobsen and

Danish Design: focuses on the leading Danish designer and architect of the 1950s.

Death of Heroes: history painting the profile of the 1950s.

Death of Heroes: history painting with other graphic works, from Rubers of the 1950s. tect of the 1950s.

Palais de Chaillot (45.53.70.60).
 To March 27: The Royal Way:
 To Jan. 31: Ancient Peru, Life, 9000 Years of Art and Culture in

Power and Death: 600 artifacts Jordan. 400 artifacts and precious from ancient Peru and the Inca objects from Jordanian national • Musée de la Mode et du Costume DUSSELDORF:

(tel: 47.20.85.23).

— To Jan. 10: The recent acquisitions of the museum: includes extended and the museum of the manyles of costume from the 18th amples of costume from the 18th chael Andrews, Frank Amerisach, chael Andrews, Frank Amerisach, and R. Kitai and Leon century to the 1980s. Musee dn Louvre (tel:

42.60.39.26). and ceremonial objects from the Städelsches Kunstinstitut (tel: -To Jan. 11: Regalia: documents coronation rite of kings in France 61.70.92). beginning with Charlemagne.

Musée du Petil Palais (lel: 42.65.12.73). — To Jan. 3: From El Greco to

Picasso: 150 paintings including 60 ish art from the 15th-19th century. Musee d'Orsay (tel: 45.49.48.14).

— To Jan. 3: Chicago, Birth of a Metropolis, 1872-1922. Architectural drawings and models, photo-

graphs, art and objects of design.

•Musée Picasso (tel: 42.71.25.21). -To Jan. 4: An exhibition of 100 Picasso drawings features works from the artist's surrealist period.

among 34 Spanish artists of this century represented in 250 works.

GERMANY

BERLIN:

Nationalgalerie: (tel: 2.66.60). -To Jan. 3: Alberto Giacometti: a retrospective comprising 110

COLOGNE:

2.21.23.79). - To Jan. 10: Triumph and

examples of 18th century silversmiths' art from the royal Danish

CASA 11 1065 (tel: 31.10.65).
— To March 27: The Royal Way:

•Kunstmuseum (tel: 899.24.60). - To Jan. 10: A London School:

Lucian Freud, R.B. Kitaj and Leon Kossoff.

FRANKFURT: -To Jan. 10: A retrospective of also on view).

works.

MUNICH •Museum für Völkerkunde (tel: 22.48.44)

- To Dec. 31: Yemen - The Land of Sheba: archaeological on Van Gogh's work 1881-1885 in finds illustrate 3,000 years of art and culture in southern Arabia.

• Haus der Kunst (tel: 22.26.51). - To Jan. 3: Sculpture From the GDR: 130 sculptures and 60 paintings of sculptures by 51 East German artists from the past 40 years.

Musée d'Art Moderne de la Ville
de Paris (tel: 47.23.61.27).

— To Jan. 3: The Century of
Picasso: Miro, Dahi and Gris are
among 24 Spanish artists of this
and Gris are
adocumentary exhibition examintermed "degenerate" and purged

by the Nazis from German muse-

ITALY

FLORENCE:

 Palazzo Castellani (tel: 293.493).
 To Jan. 9, 1988: The Age of sculptures, 200 drawings and 40 Galileo: The Golden Age of Science in Tuscany, illustrates scientific developments centered around the lifetime of Galileo (1564-1642).

MILAN:

•Palazzo Reale (tel: 87.19.13). — To Jan. 11: A selection of 65 18th century Italian landscape paintings from private Italian collections includes works by Canaletto, Francesco Guardi, Ricciardelli, Bernardo Bellotto, Marco Ricci.

THE NETHERLANDS

AMSTERDAM:

 Rijksmuseum (tel: 63.21.21).
 To Jan. 3: Dutch Masters of Landscape: a retrospective of 17th c. Dutch landscape painting, with 100 paintings from 30 Enropean and 20 American museums, by van Goyen, van Ruysdael, Rembrandt, Albert Cuyp and Meindert Hobbe-ma. (A parallel exhibition of 17th c. Dutch landscape drawings from the Rijksmuseum's collection is

Delacroix paintings, recently on HERTOGENBOSCH:
view in Zurich, includes about 100 Nourdbrabants Museum (tel:

13.38.34). -To Jan. 10: Van Gogh in Brabant, features 45 paintings and 55 drawings from private collections in Europe and the U.S. and focuses his native countryside.

SPAIN

MADRID:

◆Centro de Arte Reina Sophia (tel: 467.5062).

- To Jan. 11: Over 100 works by Joan Miro in Spanish state colleca documentary exhibition examining the 1937 exhibition of art ture and graphic works. Fundación Juan March (tel:

435.42.40). - To Jan. 3: 54 works by Mark Rothko from the recent Rothko retrospective at the Tate Gallery in London.

 Palacio de Velásquez (274.77.75). —To Jan 3: A retrospective of the painting of José Maria Sert (1874-1945) features examples of the artist's principal decorative murals.

SWITZERLAND

To Jan. 3: Paul Klee - Life and Work: already seen in New York and Cleveland, the only European showing of this exhibition of 300 Klee paintings, aquarelles, and drawings.

GENEVA: Musée Rath (tel: 28.56.16).

- To Jan. 31: Art, photographs and documents from the Paris art

review Minotanre (1933-39) by artists including André Masson, Chi-rico, Picasso, Dali, Tanguy, Max Ernst, Magritte, Man Ray, Brassal.

•Kunsthaus (tel: 251.67.65). -To Feb. 14: A retrospective of the painting of Norwegian artist Edvard Munch (1863-1944) features 115 works.

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Finland	FM	1,730	41	950	35	520_	29
France	FF.	1,500	41	820	36	450	29
Germany*	DM	580_	41	320	3\$	175	29
Gr. Britsin	£	130	40	72	34	40	27
Greece	Dr.	22,000	45	12,000	40	6,600	34
Ireland	£ltl.	150	45	82	40	45	34
Italy	Lire	380,000	42	210,000	36	115,000	30
Linembourg	L.Fr.	11,500_	37	6,300	31	3,400	25
Netherlands	FL	650	40	360	34	198_	27
Norway (post) — ** (bd. dcl.)	N.Kr. N.Kr.	1,800 2,300	38 21	990 1,270	32 13	540 700	26 4
Portugal	Esc.	22,000	52	12,000	47	6,600	42
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Sweden (post) ** (bd.del.)	S.Kr.	1,800 2,300	38 21	990 1,270	32 13	540 700	26 4
Switzerland	S.Fr.	510	44	280	38	154	32
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Rest of Africa, Asia	Gulf S		country	320	country	175_	country

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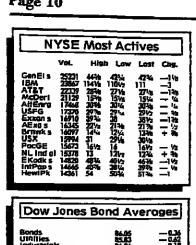






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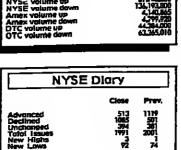
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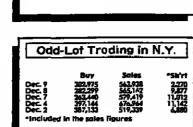
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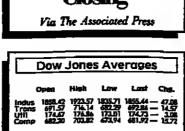
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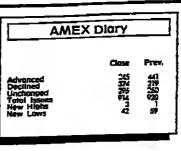


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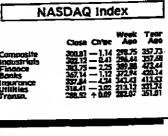


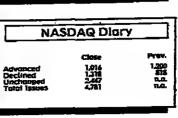
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AMEX Stock Index Low Close Chiga 143.18

MARKETS: NYSE Falls in Reaction to Deficit

(Continued from Page 1)

Thursday on the New York Stock Exchange. The market's performance was a surprise and left one trader asking the question of the day:
"Why a rebound after the bad trade number? That's the million dollar question. I wish I had

Larry Wachtel of Prudential-Bache Securities said, "We already went through our free-fall.

We can't get killed again. "Is the whole stock market apparatus going to come to a grinding halt because we got a bad trade ligure? We can't go down to zero."

Mr. Wachtel said the market was clinging to its view — supported by economic figures for the November period — that the economy is

not going into a recession." In Europe, the dollar dropped to historic lows after the Commerce Department reported the October trade figures, shedding three yen to 129.30 and hitting 1.3320 Swiss francs and 1.8380 Dutch guilders. Against the West German Deutsche mark, it fell three pfennigs to

1.6340, just above the record low of 1.6315. However, the slide halted when the central banks of the United States, West Germany, Switzerland and other countries intervened to buy dollars, and the currency stabilized at

around 1.6365 DM and 129.40 yen.

But in New York, the dollar dropped about three pfennigs from Wednesday's finish to close at 1.6325 DM, just below the previous record low of 1.6330 posted Nov. 30. It also slumped about three yen to a new low of 129.05 yen.

Investors worry that the persistent trade definition of the previous record about three yen to a new low of 129.05 yen.

Investors worry that the persistent trade definition of the previous record advances by a 2-1 ratio. Volume was about 190.26 million shares, compared with 231.43 cit will continue to force the dollar down, and million on Wednesday.

1.24 11.5

.92 3.E

they fear that a weak dollar will squeeze export sales of European and Asian companies. That would be bad news for export-led economies

like those of Japan and West Europe.

They also worry that the dollar's fall may threaten to dislocate the international payments system and force the United States to raise interest rates to brake its slide. Costlier borrowing could risk touching off a U.S. recession.

The London stock market, which was on the plus side before the trade report, reversed course, with the Financial Times-Stock Exchange index losing 3.3 percent of its value in late trading to stand at 1,585.3.

A broker in Paris, where shares dropped 1 percent from Wednesday's close, said, "You an wipe the Bourse off on this kind of news. It's a catastropbe."

In Frankfurt, which closed just before the

trade figures were released, the Commerzbank 60-share index rose 6.1 points to 1,317.1. U.S. Treasury bond prices took a beating on the news of the trade deficit. The benchmark 30-year bond fell more than one and a half

points from Wednesday's close, helping push market interest rates higher. U.S. share analysts said they were encouraged by the market's ability to rebound from

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FRIDAY, DECEMBER 11, 1987

WALL STREET WATCH

'Neutrality' on Rockwell Reflects Budget, Treaty

By VARTANIG G. VARTAN

New York Times Service

EW YORK — With Rockwell International Corp. scheduled to end production of its B-1B strategic bomber next spring, most Wall Street analysts carry a "neutral" opinion on the stock. This on-the-fence stance stems from both a generally caudous attitude toward military stocks and the difficulty of determining Rockwell's value after the huge bomber program is ended.

As a reflection of these factors, Rockwell's share price has ranged between a record high of \$30.875 in April and a low of \$14.25 during the stock market plunge in October. On Wednesday, Rockwell stock closed at \$16.625, gaining 25 cents on the day. New York Times Service

day.

Even without the B-1B, Rockwell remains a broadly diversified company in electronics, automotive products and general industry, along with varied aerospace activi-On Wednesday, Rockwell

One analyst sees a historical correlation between stock prices and military spending trends.

management briefed more than 100 analysts in New York. The main speakers were Robert Anderson, chairman and chief executive, and Donald R. Beall, president and chief operating officer, who is to succeed Mr. Anderson in February.

"There were no big surprises, but it was an upbeat meeting," said Paul Nisbet of Prudential-Bache Securities. He regards Rockwell's stock as an average market performer over the next six months. Over a longer period, he suggests "accumulation" of

Howard Mager of Donaldson, Lufkin & Jenrette Securities said he was neutral on the stock. At Paine Webber, Joseph F. Campbell also rates the stock as neutral and Laurence Lytion of Drexel Burnham Lambert carries a similar investment opinion.

"Rockwell has a broader base of business than other defense

companies, and it possesses an impressive management team," said Wolfgang H. Demisch of the First Boston Corp. "However, like most other defense stocks, we have rated Rockwell as a 'hold'

Defense stocks generally have underperformed the rest of the market for a number of reasons," he said. "These include the oewly signed arms reduction treaty, as well as the negative implications for defense spending in view of the budget deficit. There also exists a worsening climate for profitability."

ERRY Cantwell of Wertheim Schroeder said, "I have basically been avoiding the defense group for about a year. There exists a historical correlation between stock price performance and trends in defense spending. And defense spend-

ing looks downhill from here for the next several years."

Mr. Anderson of Rockwell told analysts that "for the next two
or three years, there will be a reduction in defense expenditures generally."

He did not give any estimates, but cited a report earlier this month that the new U.S. secretary of defense, Frank C. Carlucci, month that the new U.S. secretary of defense, Frank C. Carlucci, month that the new U.S. secretary of defense, Frank C. Carlucci, month that the new U.S. secretary of defense, Frank C. Carlucci, month that the new U.S. secretary of defense, Frank C. Carlucci, month that the new U.S. secretary of defense, Frank C. Carlucci, month that the new U.S. secretary of defense, Frank C. Carlucci, month that the new U.S. secretary of defense, Frank C. Carlucci, month that the new U.S. secretary of defense, Frank C. Carlucci, month that the new U.S. secretary of defense, Frank C. Carlucci, month that the new U.S. secretary of defense, Frank C. Carlucci, month that the new U.S. secretary of defense, properties to cut about \$33 billion from

had instructed the military services to cut about \$33 billion from next year's budget. This would mean a reduction of more than 10

Nonetheless, analysis expect Rockwell's profits in the fiscal year ending Sept. 30, 1988, to increase over the fiscal year 1987 despite the elimination of the BI-B program.

Mr. Nisbet of Prudential-Bache, for example, projects earnings for the current fiscal year at \$3.15 a share, up from \$2.27 a share

in the recently completed fiscal year.

The higher figure, however, takes into account lower accumulated tax liabilities on the part of Rockwell over the six years of the bomber program, which will add more than \$200 million to

Currency Rates

Closings in London, Takyo and Zurich, fixings in after centers. New York closing rates.

o: Commercial france b: To buy one pound; c: To buy one dollar: ": Ualls of 100; N.C.: not

Interest Rates

New York rates unless marked " (local rate.)

Sources: Industric Bank (Brussels); Banco Commerciale Holland de Paris (Paris); Bank of Takyo (Tokyo); IMF ISDR); BAH (din Iruble). Other data from Reuters and AP.

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BA Raises Its Offer For BCal

£200 Million Bid Is Reply to SAS

By Warren Getler

International Herald Tribune
LONDON — British Airways PLC, responding to a counteroffer by Scandinavian Airlines System,

increased its bid Thursday for Brit-ish Caledonian Group PLC.

BA raised its offer for British
Caledonian to £200 million in cash
(\$360 million) from a bid made last month of just under £150 million in shares or £119 million in cash.

That compares with a partial £110 million cash offer by SAS for a 26.14 percent stake in British Caledonian. The SAS bid values the debt-ridden airline at more than £400 million, or twice the latest BA

offer.
The SAS offer, which was backed Wednesday by the board of Caledonian, is subject to British government approval.

Less than a month ago, it looked as if British Airways had the inside track to acquire British Caledonian. But after the bid from SAS and its blessing by British Caledonian's board, BA has been forced to substantially raise its offer.

British Caledonian reportedly

rejected BA's original offer for at least two reasons; because it was too low and because it was seen as a threat to as many as 2,000 jobs.

Many analysts say that the key to BA's acquisition of British Caledonian may be the British venture capital group, Investors in Indus-try, or 3i, which holds the largest stake in British Caledonian at 41

The investment group, a consor-oun involving Britain's major clearing banks, also came out in favor of the SAS bid Wednesday. The whole future of BCal rests

in the hands of its largest share-holder, 3i," said lan Wild, an analyst with Barclays de Zoete Wedd, a London broker. "It obviously was in 3i's best interest to come out publicly in support of SAS; it had nothing to lose by doing so and forced BA to come up with a lot

Other observers believe the bat-See BA, Page 13



Allegis Wins Praise for Luring Wolf

New Chairman Has Rescued Airlines, Disarmed Unions

By Robert E. Dallos
Les Angeles Times Sernee

NEW YORK — Stephen M. Wolf, the new head of Allegis Corp., has the acumen to both cut costs and improve labor relations at the company's United Airlines uoit, analysts said Thursday.

The appointment Wednesday of Mr. Wolf, an executive known for his ability to rescue failing carriers, ends months of uncertainty that began when Richard J. Ferris was fired as Allegis' chairman in June. Unions and investors had

grown restive over Mr. Ferris's plans to turn Allegis into an travel empire consisting to begin with, of hotel chains and a rental car company as well as the air-

line.
Mr. Wolf, 46, resigned
Wednesday as head of Los Angeles-based Tiger International and its major subsidiary, the Flying Tigers air cargo line, to take

the new job, which he begins

Known as a worksholic who expects the same from his col-leagues, Mr. Wolf also has worked at Republic Airlines, now merged into Northwest Air-'No matter how

critical a situation may become, he has that sense of humor. And he uses that levity very efficiently.'

-- Jeffrey Kriendler, Pan Am executive

lines; Continental Airlines, Pan American World Airways and American Airlines. Mr. Wolf's appointment will allow Frank A. Olson, Allegis'

current chairman, to move back to the Hertz rental car company, which he and a group of others are in the process of purchasing from Allegis for \$1.3 billion. Mr. Olsoo joined UAL Inc. —

as the corporation was known until it changed its oame to Allegis in February — when it acquired Hertz in 1985. He had been serving until a successor could be found. With its other major subsidiar-ies — Hertz and the Hilton Inter-

national and Westin hotel chains - either sold or in the process of being disposed of, the corporation plans to bury the Allegis oame early next year and to call itself United Airlines Inc. The company is still trying to sell up to 49 percent of its computerized reservation system, named Covina-Apollo.

Allegis executives seemed de-lighted with the hiring of Mr. Wolf, who will be chairman and executive of the parent See WOLF, Page 13

Japan's Surplus In Trade Shrank In November

TOKYO - Japan's merchandise trade surplus narrowed sharply in November to \$4.74 billion from \$6.81 billion in October and \$7.40 billion a year earlier, the Finance Ministry said Thursday.

Economists said the figure, the seventh straight monthly drop from year-earlier levels, showed that Japan is gaining some control over the huge trade surplus that has antagonized its trading partners. The improvement has been spurred by the yen, whose sharp climb against the dollar since September 1985 has helped make Japanese exports more expensive and imports

cheaper.
"The fall, the largest this year, helps confirm that the trade surplus is oow in a down-trend," said Toshiaki Kakimoto, chief economist

for Sumitomo Bank Ltd.

Japan posted a \$4.20 hillion surplus with the United States in November, the biggest year-on-year drop so far in 1987. The figure, which compares with \$4.89 hillion in November 1986 and \$4.89 hillion. in November 1986 and \$4.99 billion in October, reflects an improv-ing trade climate with Washington, Mr. Kakimoto said

The most encouraging point in Japan's overall November trade figures was the steep 49 percent rise in imports, Mr. Kakimoto said, especially as Japan was buying manfactured goods as well as its tradi-Conal raw materials. Imports jumped to \$14.17 billion

from a year earlier, while exports rose 11.8 percent to \$18.91 billion. Despite the swift growth in imports, exports were relatively subfued," said one bank economist, This is fine news for Japan as it shows it is pulling the reins on export growth while imports are allowed to climb."

The yen's rise against the dollar automatically inflates the Japanese surplus in dollar terms. The Ministry of International Trade and Industry said that November exports in volume, rather than value, rose only 0.2 percent from October, with shipments of cars, steel, televisions and video tape recorders registering declines. Imports, on the other hand, grew 23.2 percent in volume.

mist for Nikko Research Center, said the active Japanese buying of foreign goods mainly reflected the robust domestic economy, which was likely to help maintain the gradual decline in the trade sur-

Japan boosted its imports from the United States by 40 percent in November to \$2.88 billion, while exports edged up only 1.7 percent to \$7.01 billion.

Japan's trade surplus in November with the European Community fell to \$1.11 billion from \$1.77 bil-lion in October. (Reuters, AFP) ren seir ink ers are

OPEC Rejects Iran Demand for Price Increase

The Associated Press

VIENNA - OPEC oo Thursday rejected Iran's demand for an oil price increase and the cartel's leaders sus pended their formal talks amid signs of mounting tensions among members.

Several oil ministers said that 12 of the 13 members had accepted an OPEC panel's recommendatioo that the current price of \$18 a barrel be re-

By evening, the leaders of the Organization of Petroleum Ex-porting Countries had barely begun discussing the most divsive issue; how to allot production quotas.

The oil ministers said they would reconvene the formal conference on Friday.

Oil market analysis said the meeting continued to have little impact on prices. On the New York Mercantile Exchange, contracts for January delivery of West Texas Intermediate, the benchmark U.S. crude, were down 4 cents at \$18.51 a barrel.

Central Bankers Agree To Unify Capital Rules

Attempt to Even Competitive Edge

By Carl Gewittz memational Herold Tribune

PARIS - Central banks scored a major breakthrough Thursday in their drive for better cooperation and coordination of policy by ancouncing plans to harmonize the rules under which banks operate. Their two-year effort to agree on common standards is aimed at es-

tablishing a level competitive play-ing field for banks currently handi-capped by regulations that are stiffer in some countries and lighter in others. The rules will set a common mea-

mum amount of capital relative to assets they need to have.

ing institutions.
For Europeao
"universal" banks The goal is to which combine have the uniform commercial and investment banks. securities holdiogs woold be

standards fully in operation by no later than the end Noting that in-vestments also of 1992.

risk, as evidenced by October's collapse in stock prices, officials said the risk of securities boldings would be looked at more closely in the future.

Although the risk of securities boldings would be looked at more closely in the future.

The 10 were Britain, Belgium, Canada, Italy, Japan, Luxembourg, the Netherlands, Sweden, Switzerland and the United States. The have large amounts of equity held in their portfolio at the original two countries with reservations

vere West Germany and France. Over the coming six months, the proposals will be open for national discussion between banks and their supervisory anthorities. The aim is to have an international consensus by oext June and then begin any

The goal is to have the uniform standards fully in operation no later than the end of 1992.

Officials expect that West Germany and France will ultimately

Officials expect that West Germany and France will ultimately join the pact.

Referring to the proposals amounts of floating-rate notes with nounced last January by the Federal Reserve Board and the Bank of England to harmonize their rules, a central bank official made clear that the agreement would assure that they would not be placing their thanks at a compenitive world disad-

vantage. Although unspoken, the the Japan, where looser capital requirements give Japanese banks an

edge in internacional finance.
The new proposals differ from
the U.S.-British plan in the definicon of what constitutes capital. In addition, the new plan proposes fewer categories of risk weightings, from zero to 100 percent of an asset's value.
By the end of 1992, it's intended

that the standard capital adequacy measurement for banks be 8 percent of assets, weighted for risks. sure of what makes up a bank's Current standards, using different capital, common standards oo measures of capital, currently weighting the risks banks take on range from 3 to 6 percent.

Officials were reluctant to spell

out what that target would mean for national groups, but suggested it would require a sharper capital The proposed rules only cover it would require a sharper capital commercial banks — deposit-tak-increase for banks in Japan and

> The heart of the report is the defioition of haok capital. This is a major point since business banks can take on their books is a multiple of their capi-

would be looked at more closely in the future.

Although the 12 nations that participated in the report in principle agreed on the convergence of capital. In this category are undisple agreed on the convergence of capital in this category are undisplementally received to the convergence of capital in this category are undisplementally received to the convergence of capital in this category are undisplementally received to the convergence of capital in this category are undisplementally some capital in the category are undisplementally some capital are allowed, but in no case can these exceed 100 percent of capital are allowed, but in no case can these exceed 100 percent of capital are allowed, but in no case can these exceed 100 percent of capital are allowed, but in no case can these exceed 100 percent of capital are allowed, but in no case can these exceed 100 percent of capital in the capit regulatory practices, only 10 gave reserves, provisions, hybrid capital instruments and subordinated term debt. The latter can total no more

in their portfolio at the original cost. These latent revaluation reserves" should be included in supplemental capital but at a discount of 55 percent to reflect volatile stock prices, the report said. For U.S. banks, which have built

up loan loss reserves as the Latin American debt crisis worsens, the proposals set a cap on how much of such reserves can be included as supplemental capital.

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Card No.

Signature.

cost).

Notepaper sheets fit on the back of the diary—a simple pull removes top sheet. Comes with notepaper refills.

—Gilt metal corners. Plenty of space for appointments.
Tabbed address section. Rich black leather. Format8x13cm (5¼x3in.).

Quantity discounts are available.

Personalized with gold

initials (up to 3 at no extra

1988 IHT Pocket Diaries. Price includes initials, packing and postage in Europe.

11-12-87

US. Futures Via The Associated Press

Jon Mar Apr Aug Sep Oct Nov 75.40 74.70 Prev. Day Open Int. 20182
PORK EELLIES (CME)
PORK E #TEV. DOY OPEN Int. 20.072 off1

SUGARWORLD 11 (NY CSCE)

112,000 Ibs. cerus per ib.

2.00 S.M Jon

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2.07 Jul Eli 100 100 110 110 207 267-20 210.70 199-40 203.20 197-20 196-20 184-20 196-20 182-00 187-20 187-00 188-00 176-00 182-00 176-00 182-00 175-50 187-00 Dec Jan Andrews Andrew 1.46 2.44 8.11 8.44 18.71 18.80 19.15 19.45 19.40 19.41 19.45 19.35 15.00 lbs. cents per b.
175.00 | 15.00 | 3m | 167.00
172.00 | 119.50 | Mar | 164.00
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170.90 | 124.00 | Jul | 164.00
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0.75 Financial Dec 94.01 94 Dec 94.01 94 Mar 93.57 92 Jup 91.25 93 Sep 92.95 93 Gec 92.66 92 Mar Prev. Soles 4.125 Int. 21.438 off 1.472 London **Dividends**

0.84 0.84 1.27

Paris Commodities

S&P 100 Index Options

1,040 1,065 1,085 1,110 1,130 1,160 1,180

Dec. 9

Prev. Day Open Int.
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S0,000 lbs- cents per 8
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85.50 64.85 M
85.50 64.85 M Man Jul Oct Dec Man points and cents 32.25 181.00 Dec 22: 342.75 181.00 Mar 23: 345.96 190.00 Jun 22: 341.60 193.00 Sep 23: Est. Sales 70.237 Prev. Sales Prev. Day Open Int. 138.844 o VALUE LINE (KCHT) 258.50 Dec 186.25 191.00 185.50 186.80 285.60 178.00 Mort 184.50 1 285.80 20 Jun 184.50 1 Est. Soles Prev. Soles Prev. Out Open Ind. 2887 up 89 PVSE COMP, INDEX (NY FE) points and cents 191.45 183.00 Dec 132.25 1 193.00 164.00 Mort 132.00 1 194.60 110.00 Jun 135.50 1 194.60 112.50 Sep 134.25 1 194.50 117.00 Dec 134.60 1 Est. Soles Prev. Soles 11.1 Prev. Day Open Int. 7.246 off Life **Commodity Indexes** Spot **Commodities**

Commodities 1.2001-1.251112101818のいろう852212201511495441422414534492 **US.Treasuries DM Futures** Options: **London Metals** 5 Belgian Banks Agree

To Market Visa Cards BRUSSELS — Five Belgian banks have reached an agreement to market Visa cards in a move that is expected to widen use of the card in Belgium, the banks announced. The five banks are Bank Brussels ambert, Caisse Générale d'Epargne et de Retraite, Crédit Communal de Belgique SA, Générale de Banque SA and Kredietbank NV.

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Degreed Market

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ADVERTISING SECTION

IDEMEDIA'S CAMPAIGN PLAN

STONE'S throw 2w2y from the hustling Pont de Neuilly metto and close enough to hear the boars on the Seine, the offices of Idemedia are located on a peaceful suburban street lined with trees. But the calm outside belies the activity within. Idemedia is one of the hottest names in the French media world today. From its birth in 1980, the company has increased its turnover ten times and this year ir will top two billion francs.

For a space-buying group, the last year has been one of enormous transition. Any company involved with the media has been affected by the increase in the number of TV channels from three to six, and the accompanying explosion of ad space. But Idenedia is used to rapid change.

In the space of seven years, the company has spun off eight satellite groups in Paris and established a network of five affiliates abroad. At the head of this dynamic group is its founder, Daniel Adam, former CEO of McCann Erickson in Paris, and a man with a deep knowledge and understanding of the French advertising world.

Idemedia's business is not one that the general public knows much about. In the trade it is often called block space-buying, although this catch-all phrase does not cover the extent of Idemedia's activ-

Block Buyers

The traditional block space buyer has a clientele of companies, all with substantial advertising budgests. His job is to buy space in the media, ie. relevision, radio, press and billboards and to negotiare the lowest rates possible on behalf of the client. Because he buys more he gets it for less.

In the old days in France, the client paid 15 percent to the ad agency media department for this service. Today be often pays as little as 3 percent to a block space buyer.

Currently, 66 percent of all French media buying is done outside the ad agency's traditional structures. Idemedia, however, is a block buyer with a difference

Nicolas Lebeuf, newly appointed president of the Idemedia "directoire" and Daniel Grojean, director general, are the first to admit that their company had the advantage of

when block-buying was already well established in France," says Mr. Lebeuf. He salutes the group, GGMD, led by Gilbert Gross who introduced the new concept in the

By 1980, Gilbert Gross was the uncontested volume leader. No one could bear the price discounts he offered. But Daniel Adam, assessing the situation, came to the conclusion that there was room for a

Media Planning

Major changes were taking place in the way media research was being done, thanks to new technology. Mr. Adam became convinced that the time was right to introduce a rival media buying service which would also incorporate the latest methods of media planning research.

Mr. Lebeuf explains: "Our argument was: whar's the use of buying a page of advertising or a radio spot, no matter how cheap, unless you know what it's really worth?"

In other words, Idemedia introduced the notion of quality added to quantity. The company made its mark by offering competitive prices



linked to sophisticated media planning and analysis.

"It took three years to construct the first generation of software models," Daniel Grojean says. He fondly remembers the day not so long ago when media planning was a matter of pencils and paper. It also took time to educate new clients. First, Idemedia broke with tradioon by analysing the efficiency of media plans at the real price paid. Their sales staff demonstrated that the optimum media plan was not the same when calculations were based on the discount price. Radio, for example, offers discounts up to 40 percent off the stated rate while relevision gives nothing. Meanwhile, competitors continued to work from rate

Targeted Campaigns

card prices.

Idemedia also redefined the way campaigns were cargeted. The old-fashioned identification might talk of housewives from 25 to 49, in top categories A and B, living in Paris and major towns with a popu-Isoon of 50,000. Idemedia showed how this could be refined. Thus for Baby Food, the potential buyer or target is the young mother with children between three months to one target is not the ordinary housewife but car owners.

Media plans from Idemedia concentrated on target identification. This was allied to the most recent analysis in lifestyle research. In 1984, they

bobrian broatsm of them all

this year - the golden oldie

gameshow, the Wheel of For-

The show has proved to be

goldmine for its sponsor,

Unilever, the Durch multina-

tional. In return for bankroll-

ing the production, Unilever

gers free ads on the program

wherever it is aired. In France

today, the show guarantees

Unilever a prime time slot for

New in Europe

what is known as barrer TV —

already flourishing in the U.S.

but only just getting off the

into the new slot is Idemedia.

They recently set up a spin-off

company called Mediapto-

gram, designed to offer a wide

range of barrer-inspired op-

Currently, the field is wide

open. French television has

expanded from three channels

to six in the space of two

years. The number of blocks

portunities to clients.

One of the first to move

ground in Europe.

This is a perfect example of

a bargain basement price.

were ready to establish a fullfledged media research center, baptized Credome (Centre de Reflexion, d'Enides et de Documentacion sur les Media). The Credome, headed hy Alain Parodi, recruited a team of 30 people whose job was to perfect and update data banks for the entire group and to develop models for specific and original research.

Research Investment

With this major investment in research, Idemedia managed to attract an increasing number of clients from the ranks of the medium-sized companies. They also embarked on a policy of alliances with the non-aligned advertising agencies - those agencies who had not yet established block-buying facilioes.

The list of affiliates today is an impressive one: Universal Media with McCann Erickson; Enude Creative Media with Groupe Chatel; MIA with Agency DJW; Objectif Media with Gilbert Donar; Mediaplan with Agency Rythme Alpha; Starmed with the Groupe Expand; O'Media with Agency Hautefcuille; and Mediapower International with Agency CFRP. Each agency has the benefit of the Idemedia research and knowcontrol of the affiliate.

Now that the newly created software for television research is in place, the Idemedia group looks forward to the future with a certain tranquilplans to help out the confused advertiser. The following dialogue, devised to explain the situation

to the hapless company ad

ADVERTISING SECTION

COMPUTER SEARCHES

FOR SELECT AUDIENCE

director, goes a long way to Grudgingly, relevision in Euillustrating the dilemma. tope is opening up to advertising, and of all the EEC coun-Q: We advertisers are concerned to get the best out of tries, the French are now the most advanced along this the TV time we buy. But it seems like an impossible

American companies, ac-A: Not at all. You give us the customed to almost rotal libertarget and we give you the ty in buying space for TV best combination media plan commercials at home, are drivamong the thousands possien mad by European TV reble, thanks to our software strictions. They complain that model, MYRIAM. the space available is never Q: I want to believe you bur enough. Worse, the regulain fact we never seem to be tions, priorities and exception-

WEDEN still bans a grand total of six software

TV advertising totally;

the Germans ban it on

Sundays; the British

BBC has never allowed it but

might change its mind soon.

highly regulated route.

local interests.

up in September and booked

Advance Booking

nel, still requires advertisers to

reserve space ahead but the

timespan is down from one

year to six months. The two

government channels work on

the old year format but they

now ask advertisers to reserve

Currently, there are no less

than four accepted audience

rating groups in France. But

none has yet emerged as the

recognized standard. This

makes audience ratings a great

Software Plans

To counter the minefield of

restrictions, old and new, Ide-

media has gone back to its

computers and come up with

BARTER: WATCH THIS SPACE

all space by Minitel.

able to buy the optimum. All al demands which change these priority rules and incomfrom country to country seem patibilities (not being able to unnecessary and costly. appear with similar products For example, the word in the same group of spots). "happiness" cannot be used in What's the use of a great thea French TV spot. Children ory that can't be applied? cannot appear alone in many A: Our model, MYRIAM, countries. Certain sectors like not only gives you the best

retailing or even margarine are plan but then it gives you, in arbitrarily banned to protect order of merit, a list of alternaoves for the time spots refused. One of the most mind-boggling demands is that media Standardized Polls plans for TV must be drawn Q: But what's the basis of

this plan? We don't yet have for the entire year to come, an accepted standard of audiregardless of developments in

ence measurement. Each poli contradicts the other. A: It's true that each audience study has its advantages and In France the explosion of disadvantages. We screen new TV channels has broken them all, take out the bugs down old rules without makand keep the best from each ing the new rules clear. TF1, one. This provides us with our the recently privarized chanown unique dara bank which

> Q: You mentioned that you were able to construct an optimum plan taking into account the rules and regulations. Have you found a method to reduce the number of timespocs refused?

we call DATA MIX TV.

A: Yes. Our software program, SIMUL TV, analyzes all the 140 products we currently handle for TV. It simulates the exact priority rank and incompatibilities which are used by the TV channels in their calculations. With 140 products we are able to make exchanges from among our own clients' spots and bring down the refusal rate.

Q: Heavens! 140 products!

How can you follow all those campaigns at the same time? A: Thanks to our software, ECRAN TV, all the campaigns are entered on the computer, even to the last detail. including updates of changes. Suppose there is a strike on TF1 Wednesday next. Within 10 seconds, the computer sorts out all the advertisers with a TV spot on that date. We can instantly make the necessary

Andience Movements

changes.

Q: What womies me the most in TV is the unpredictability of audience movements. When you have to make a plan for October six months ahead of time, obviously you can't do the best

A: This is why we have LEV-EL TV, software which follows changes in viewer's preferences. Beginning this year, we have tracked 1300 to 1400 spots on the six channels. By running this information through our software INFO-PERF TV, we can assess the performance of a campaign at any given moment.

Q: Yes; but you're ralking about the past. I'm interested in the future.

A: Exactly. But we have also developed, with Publi Media Service, a new tool for predicting audiences in two ways: TELESPOTS and TELE-METRE. We can change a campaign plan anytime up to eight days before, if audiences' predictions are not satisfac-

Rating Points

Q: I see you're well prepared. I guess I can just follow along with my eyes shut.

A: No. Keep your eyes wide open. We give you the means to check up on our work thanks to MESUREX TV. This is a program for the advertiser to verify whether we have succeeded in improving his gross rating points with each campaign. You know whether we have brought down the costs and insured a greater productivity. Isn't this what you are looking for when it comes to TV ad-

MAJOR EUROPEAN NETWORK

HE guru of globalism, Theodore Levitt of the Harvard Business School, hit the headlines in the early '80s with predictions that all business would soon go global. National barriers would come tumbling down as satellites went spiraling up.

Like all gurus, Dr. Levitt was ahead of his time. Global business continues to run into practical problems like language barriers and conflicting customs and tradioons. But the underlying trend is there, reinforced by the commitment of the EEC countries to create a single European market by

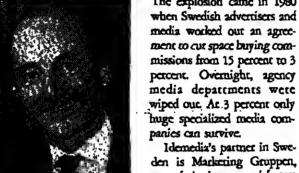
Integrated Market

"We know the day is coming when media buyers will treat Europe as one market," says Nicolas Lebeuf, Président du Directoire of Idemedia. This is why the group is already positioned across Europe. So far, they have established majority-owned affiliates in six countries -France, Germany, Spain, England, Sweden and Switzerland. The genius of this pan-European organization is that Idemedia's partner in each country also occupies a leading position in the national market. It is a true association of Europe's top professionals in the business. The first Idemedia clients to take advanrage of the new network were the U.S. multinational, Johnson Wax, and Bongrain, the French cheese group.

The fact that a French company is the driving force behind this European union is not a coincidence. A look at history shows that media buying in blocks actually originated in France back in the '60s. The biggest French advertiser, l'Oréal, showed the way by combining ics huge advertising budgets in-house. This stripped its advertising agencies of all but the creative role. Savings on the usual 15 percent commissions were enor-

Buying Power

Because all ad space is traditionally negotiable in France - with the notable exception of relevision - l'Oreal could buy radio spots and press space at a better rate than its confreres. Soon the giant Havas ad agency group followed suit and pooled its space buying power to give clients the



Nicolas Lebenf, Président du Directoire.

benefit of 20 percent in discounts. Arch-rival Publicis followed

The climate was right for a new breed of media independent, one non-affiliated with an ad agency. The pioneer was Gilbert Gross, who bought up huge chunks of space and sold them at prices so low that he soon cornered a major share of the market.

In the mid '70s, the ad agencies fought back to form their own centralized buying groups. Some elected to place their business through the media independents.

By 1980, only nine of France's top 100 advertisers were huying their media through a full service ad agen-

Discount Prices

Just when the revolution seemed over, Idemedia arrived on the scene with a new and distinctive concept. Based on advanced software, they could offer quality research and optimum media plans at competiove discount prices. It was the right formula for the right moment. Today, the war with the agencies is over. Idenedia has set up eight local affiliates in France, each one with a different ad agency as partner. The agency retains majority control and contributes its budgets while Idemedia supplies the media expertise.

Idemedia's European expansion was patterned along a similar model. The French group brings in its international clients and keeps a 51 percent majority interest in each jointly owned affiliate while the national partner handles the actual buying.

To date, Sweden is the only other country outside France where independents have won over 60 percent of the marker.

The explosion came in 1980 when Swedish advertisers and media worked out an agreement to cut space buying commissions from 15 percent to 3 percent. Overnight, agency media departments were wiped out. At 3 percent only huge specialized media com-

den is Marketing Gruppen, one of the largest and fastest growing groups in the coun-

Bargaining

Media bargaining in both Italy and Spain is very similar to France. Spain, in particular, has proved a fertile field for affiliates of French companies. Idemedia, however, chose as its parener the pioneer of the independent movement in Spain, Media Planning, number one in the marketplace and owned by a powerful syndicate of banks and invest-

ment companies. In England and Germany, media rates are tradioonally non-negotiable. But with cutthroat competition between the press groups, times are changing. Media independents who used to work mainly by securing prime posicions for clients are now beginning to negociate price advantages

as well. In England, Chris Ingram & Associates (CIA), the Idemedia partner, is one of the best-known names in the

Pan-European Service

The German partnet, Hiemstra Media Services (HMS), was responsible for introducing independent media buying to Germany. Its biggest client is none other than the Bundespost, the napional post office. HMS has joined with Idemedia to start up a media buying group in Switzerland, where the business is still relatively small. In the next 10 years, Idemedia expects to see more and more advertisers buying Europe as one market. Satellite television will be out of its infancy. International media will take on added importance. At the same time, research and computerization in media buying will become increasingly expensive. Pooling the combined research facilities of the Idemedia parmers will make it

possible to provide the best

pan-European service at the

best possible price.

of ads has exploded from 250 LIP on the television in France today and to 1,300 per week.

Ads have muloplied to fill you may get a glimpse of Alexis Carrington, the void but there are simply alias Joan Collins, displaying not enough programs to go her well-preserved charms on round. Hence the prolifera-Dynastie. Zap through the tion of American programs, channels to see JR Ewing, ever some of them over 30 years so implausible in dubbed old, like The Intouchables and French, berraying the long Perer Gunn. New series and suffering Sue Ellen for the productions are in preparation umpteenth time on Dallas. but they are not yet complet-Dynastie and Dallas are uned. Other shows, hastily likely crowd pleasers in the parched together, are not producing the hoped-for audiland of Charles de Gaulle, But who would believe the most ence. But the higgest problem

> is money. The cost of TV production is such that new ways of hnancing must be found. Barrer is the natural extension of sponsoring, and comes in a number of variations. The advertiser can physically produce a program and incorporate his own ads. He then sells or gives away the "package" to the TV station, depending on how the two parties negotiate the deal.

Prizes for Time

On the other hand, the adversiser might ask to exchange his programs against ad time on another show. He may even sell these spots on to 2 third party. Another trend is to go back to basics. The advertiser pays for his ads with his own merchandise. The attractive prizes given away on game shows often originate as gifts from advertisers in exchange for time.

Laurent George, Mediaprogram director, explains that his group is currently following the work of neatly 100 TV producers, with a view to put-



"And now for a word from our sponsors...

ting the right client in liaison with the right project. "It is imperative that companies make an intelligent choice among all these productions," be says.

Mediaprogram helps the client make a decision by asking four basic questions: How many people will an advertiser reach through television and which is the best way to estimate? Who exactly will be reached, by zone and by caregory of client, knowing that the targets vary? What fallout can the advertiser expect in other media? How will the operation affect the company's image? To answer these questions, Mediaprogram will work in lisison with Credome, the research arm of Identedia.

Laurent George estimates that sponsoring and barter will represent between 5 and 10 percent of the French advertising market in 1988. "Producers need help to defray cost," he says. "And the TV channels are interested for the same reason. With barter, they don't need to buy a production and then wait to see if ads can finance it."

Quality Fiction

Studies show that the price of a series in France is estimated at 2 million francs per episode. Unless the show sells abroad, the investment cannot be recuperated in the French market alone. Barter is one solution but by no means the

"Eventually we hope to produce our own quality fiction," says Mr. George, "but programs like this will never be financed entirely by barter. This is why we are looking for partners to co-finance. We feel that ambioous, prestige projects will appeal to banks and insurance companies, companies who need to project an image of quality and solidity."

Currently, the CNCL, the official control board in France, is working on new rules to regulate "barter" in France. But the battle at the European level appears already to have been lost. For with the progress of satellite television, it has become harder and harder to impose rules.

GUIDE HE Defresne family bought Jarrasse (4 ave. de Madrid, tel.: 46.37.16.52) from irs founder and eponym in 1980 and has continued to improve on its reputation as one of the area's best seafood restaurants. The most frequently ordered dishes at Jarrasse are the bouillabaisse à la Marseillaise, the loup grille au fenouil and the mille-feuilles au grand For traditional French fare marnier for dessert, which is made by the house baker and must be reserved because of its

1º et 2º années B.T.S : Action Commerciale

Option production et distribution

Option administration et développement

popularity. If there isn't a free table at Jarrasse, walk one block over to La Rascasse (10, ave. de Madrid, rel.: 46.24.05.30). Founded in 1976, La Rascasse (means scorpion fish) is half the size of its competitor and its menu bas half the choices. However, La Rascasse offers

25 many 25 2 dozen plats du jour — Jarrasse has one depending on what the daily carch has brought to market. The lotte au thym and the coquilles St. Jacques are among the restaurant's most soughtafter main dishes. With your fish, try the chilled saumur champigny, a popular red wine recommended by owner Louis

served in a traditional French bistro, try La Boutarde (4 rue Bourard, tel.: 47.45.34.55), just half a block north on the rue Boutard. "People come to have a nice meal," Netto said, "but they're also attracted by the friendly ambiance that my team creares." Here you will find the boeuf grille, blanquette de veau, selle d'agneau and the faux-filet Dijonnaise that are staples of French cooking.

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Communication et Actions publicitaires

Négociation Vente Nationale et Internation : Communication Relations Publiques

L'ITL, le plus ancien des établissements privés spécialisés dans l'enseignement du tourisme a acquis

Owner Françoise Netto recommends the tarama. For regional French cui-

sine, cross the avenue Charles de Gaulle to the northeast side of Neuilly. Le Chambord (17 rue Paul Chabrousse, tel.: 47.47.73.17) specializes in game from Quercy, the region along the western foothills of the Massif Central where chef and owner Philippe Lempereur grew up. It is one of the few places in and around Paris where you can order a canard au sang. You'll also find pheasant and partridge and dove at Le Chambord. A fine list of hearty burgundies and hordeaux accompany the menu. Reservations are essential, for Le Chambord has only 60 seats and a large, loyal cli-

The same is true at Carpe Diem (10 rue de l'Eglise, tel.:

gather here because "the food

is good, not too expensive,

and we have the prettiest wait-

resses," owner Raphael De-

46.24.95.01), 2 restaurant with only ten tables clustered in one simple salon. Chef and owner Serge Coquoin offers game in season and fish dishes. "The style of the restaurant is a bit English," he said, "but the food is traditional French country cooking."

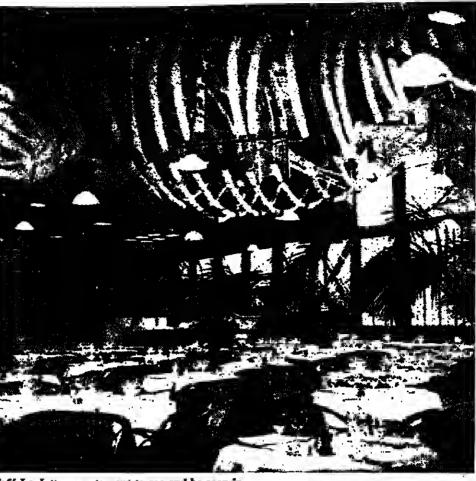
Six doors down on the same street, chef/owner Alain Albert oversees the operations ar Le Manoir (4 rue de l'Eglise, tel.: 46.24.04.61) from behind a bank of stoves. Le Manoir offers a menu at 200 francs with wine included. "We provide our patrons with traditional French cooking," Albert said, "but because we have a lot of business people come here, we also try to keep our meals light."

Light is the last word in Madame Siegrist's vocabulary, the patronne at La Ferme de la Jatte on the Ile de la Grande Jame (197 bd Bineau, tel.: 46.24.69.18). "We tried some of that lighter stuff," she said, but we took it off the menu because we didn't like it." At La Ferme de la Jarte you will eat traditional dishes cooked with the care your grandmother would have taken had she been French, "We have a grill at lunch for 60 francs to accommodate the young secretaries who work around here but don't have the kind of money it takes to eat in a restaurant every day," The restaurant, which also has a 100franc menu, has been in the family since 1945.

At the eastern end of the island, you'll find Le Petit Poncet (1 bd de Levallois prolonge, tel.: 47.38.61.85). The young and sporty like to

ing a very à la mode clientele, but we're puring a lot of craphasis on our menu because we also want to be known 25 2 good restaurant," said Luc Peyronnel, one of Cafe La Jatte's owners. The bold print on the menu will tell you that the cafe's pastries are made by Le Notre and that for 800

de bouchot and the escalope de cinema set takes over. "We saumon aux petits légiones were have a reputation for attractthe most frequently recommended dishes. On the nights when Guivarch is in the mood, he'll sing and tell jokes. The Guinguette's intimacy and the joviality that Guiwarch and his crew inspire make this the kind of place that the regulars want to keep



Café La Jatte, a restaurant to see and be seen in.

montremi said. Le Petit Poucet has a 90-franc menu and a wine list with only one "big" bottle on it. The average check comes to 160-170 francs

The Ferraris parked in front of the Café La Jatte (60 bd Vital Bouhot, tel.: 47.45.04.20 - just a hop, skip and a jump from the Petit Poucet) don't belong to its patrons, they and the 75-foot-long, stytofoam plesiosaur hanging over the tables in the Cafe's warehouse space form part of the decor. At lunch, its 250 seats are occupied by advertising execs from the area. For dinner, the

francs you can order an Hermes table fireworks display.

La Guiuguette de Neuilly (12 bd de Levallois, tel.: 46.24.25.04) is just a stone's throw from the front bumper of the Ferraris guarding the door at Cafe La Jatte, but at the other end of the restaurant spectrum in terms of decor and ambiance, "People come here to take it easy and have a good time," said owner and manager Christian Guivarch. According to La Guinguette's patrons, people also go there to eat well. The brioche à la moelle et au beurre de porto, the tagliatelle aux moules

L'Ile de la Grande Jatte offers more than just French restaurants. Chez Yau (217 bd Bineau, tel.: 46.24.02.38) produces Cantonese (as opposed to Szechuan, which is spicier) and Vietnamese dishes, such as crevettes joyeux, crisses de grenouilles à la cantonnaise and crabe farci. In addition to seafood, the menu includes all the meat and chicken dishes that have become favorites to occidental palares. While waiting, Yau suggests tasting the Kuci Hua Chen Chien, an apenrif made of sorghum alcohol and flavored with bay leaves.

If you're in the mood for Italian food, Livio, at 6 rue de Longchamp (tel.: 46.24.81.32) about 100 yards southwest of the avenue Charles de Ganile, has a menu that gives a fairly complete representation of Italian gastronomy. Anything that the restaurant doesn't provide can probably be made at home with ingredients bought at Livio's Italian food market next door. Transparent plastic ceiling panels in the back dining rooms give Livio's clients the impression of dining out of doors even in the winter. The 125-france menu includes a drink. Livio is open every day of the week, so no craving for Italian cuisine need go unabated. La Chevanchée (209 ter.

ave. Charles de Gaulle, tel: 46.24.07.87) is a French restzurant with a Spanish soul If you order the typically French items on the menu, you will have a good meal, but you will have missed out on the kind of food that has built a devoted following for La Chevauchée. The paella valencienne and the zarmela (a Spanish bosollabaiss) are particular favorites of the owner, who comes from Aragon, the region around Barcelona. Their wine list includes many good bottles from the Rioja, such as the Marques de Riscal and the Marques de Murriera La Chevauchée also has a 125-franc menu, but the wine is not included.

Right in the middle of Neuilly, just to the left of the International Herald Tribune building, is Le Village (175 ave. Charles de Gaulle, rel.: 46.37.17.56). More than a favorite spot to unwind after a deadline, Le Village serves a variety of French dishes principally from the Auvergne in central France. Le Village, open every day of the year, features confit de canard, pave de rumsteack au roquefort, salade du Perigord (duck gizzards on 2 bed-of-salade frisee) and 2 special wine called Marcillac, from the patron's hometown of Aveyron,

Aubéry de France

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Shari Leslie Segall at: 47.47.53.00, extension 2561.

EUILLY has charted 2 new planet. Alain Papiernik and his crew from the Aviatic Club in the Marais are at the controls of Planet (6 rue du Commandant Pilot tel.: 46.40.08.88), the latest celesnal body in the capital's culinary constellation.

Architects Patrice Dangel and Fabrice Angelo Santo, surely a match made in heaven, have transformed a '20s auction house and dance hall into a '50s American diner, or dinner hall as it's being called by the management. Aquamarine, pink and bleached green are the basic colors of this 600square-foot, split-level idealization of the easely that became part of the teenage vocabulary in America 30 years ago. Swooping curves fins of classic Cadillac models. Nothing here was left to chance. The furnishings were

chosen in Canada by a set designer for French film director Claude Lelouch. "People also want a show, a spectacle when they go out to eat," Papiernik said. "We're going to give them a good meal, but also the kind of decor that they'll remember three days after they've walked out the

Planet offers typical American food like T-bone steaks, bagels and cheesecake baked by the Marriott Hotel chain's pastry chef. You can also find more exotic regional dishes on the menu, such as grilled salmon in honey and cajun steak tartar. The bar mixes, from an inexhaustible list of

assortment of fresh fruit cocktails with or without booze. Brunch, bowever, is not the usual pancakes and bacon à l'americaine because, according to Papiemik, "every place in Paris does that." Planer promises an English Sunday brunch with scones and eggs Should you wish to work

up an appetite, drop downstairs to the driving range and grab a club. The miniature range came with the space when the people from Planet bought it. They decided to keep it and make it a part of the restaurant, a wise choice considering the increasing popularity of golf in France. The drive-in diner opens ar

10 in the morning and closes at 2 the following day. Your

meal won't be rushed out to you by a waitress on roller skates, but you can drop your keys off with a Planer valer and have him solve the parking problem for you

Planet seats 100 in the main dining room and the balcony, but if you can't find a rable immediately, pull up to the 14-meter-long bar while you wait, there's sure to be room. A mosaic of blue glass fragments imported from Italy decorates the bar, and the standing area in front of it is a raised platform in a wave partern. You no longer need to roll your eyes toward the sky the next time someone suggests eating at one of the same old places. Reset your gastronomic coordinates on Planet and take off for Neuilly.

- Aubéry de France

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 Travail temporaire Personnel qualifié, trilingue/bilingue Assistanat, secretariat

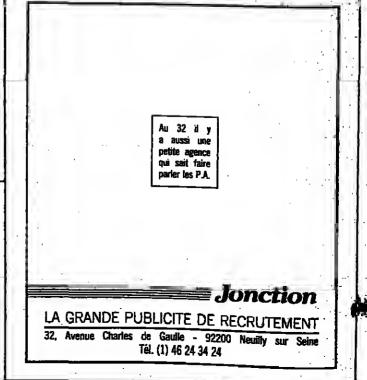
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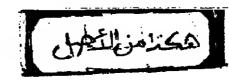
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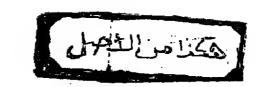


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MONTH. B SOPH NVESTOR -GUIDE TO AND P



Pan Am Sets Braniff Merger Terms the state of the s

By Agis Salpukas

New York Times Service

NEW YORK — Pan Am Corp.

says it has signed a letter of intent
to merge Pan American World Airways with Braniff Inc. if certain conditions are met.

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Section And Assessment

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Le Village ¬

A major condition of the agreement, announced Wednesday night, is that all five Pan Amunions agree to concessions totaling \$200 million a year-for four years. But this condition may be difficult to meet.

Secretary of the secret Some of Pan Am's unions are divided over whether they want Jay A. Pritzker, the Chicago industrialist who is chairman of Braniff, to

12 12 25 7 de intent signed by the two airlines.
In effect, the decision reached by Pan Am's board of directors puts the company's fate in the hands of Am'a unions.

Chevanchee (200 m. Under the Pritzker proposal, Pan Am Corp. would be spun off and retain cootrol of three subsidiaries: Pan Am World Services, which provides consulting and support services to governments and private companies; the Pan Am shutte, which flies between New York,

United, BA Join

In Worldwide

Marketing Plan

NEW YORK - Allegis

Corp. said Thursday that its United Airlines Inc. subsidiary

had joined with British Airways

PLC in a worldwide marketing

partnership.
United said that customers

would benefit from the arrange-ment, which includes shared fa-

cilities, coordinated schedules,

joint pricing, one-stop check-in service and marketing pro-

It said the carriers would

start using the arrangement on

the Seattle-Chicago-Londoo route on Jan. 18, with the con-

cept eventually to be extended

Starting Jan: 4, United said,

BA will use its facilities at the

Seattle-Tacoma Airport. On

Jan. 18, it will start using Unit-

ed's facilities at Chicago's

As part of the agreement, United said, BA will be part of Silver Wings Plus, United's

travel club for older travelers.

to include other cities.

O'Hare Airport.

However, the unions also could reach their own agreements with Pan Am's current management, which would enable the airline to carry on independently and pusses carry on independently and pursue its own business plan, under which the unions are to give \$180 million lots' union and the flight engineers, who are part of the coalition, have

Shearson to Cut Staff By More Than 5,000

47,000.

be in New York. The cuts mainly will affect office personnel who process broker orders. Mr. Simmons said no account executives

Much of how labor will react

(Continued from first finance page)

Neil Armstrong, an Allegis di-

ny's executive search committee, said, "Stephen Wolf has an impec-cable record of performance, cov-

efficiently."

rector and chairman of the compa-

cable record of performance, covering strategic initiatives, innova-

tive marketing, financial acumen and the positive leadership of peo-ple, all of which are critical to Unit-

Mr. Wolf was not available for

comment on his plans for his new

company. A spokesman for United, Dan Sheehy, said that Mr. Wolf returned to Los Angeles immediately after the Allegis board meeting. Allegis would not say how

much he will be paid in his oew job.

Mr. Wolf is an imposing figure. He

is energetic, often arriving at the office at 7 A.M. and working late

into the evening. He is a stickler for

detail. He often gets into the nitty-gritty of the carriers he heads, mon-itoring ticket lines and telephone

traffic to make sure that customers

do oot have to wait too long. While chief executive at Repub-

lic, he carned a reputation as an executive who could deal effective-

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AMEX Highs-Lows

At 6-foot-6-inches (2 meters),

executive of the airline.

ed's future."

ly with labor.

Washington and Boston, and Pan Am Express, a commuter airline based in the Northeast.

All tion, beloed to persuade Mr. Pritzker to make an offer for the airline. Last week, the coalition

who are part of the coalition, have reached agreements with current Pan Am management. It is uncertain whether they would still be willing to offer even larger conces-sions asked for by Mr. Pritzker.

The pilots, for example, reached an accord last week with Martin R. ist who is chairman of Branff, to gain control of Pan Am.

Thus, it is uncertain whether the unions could be brought together to make the concessions by Dec.

22, as mandated by the letter of intent signed by the rate siriles.

Remers

Shugrae Jr., vice chairman of Pan

LOS ANGELES — Shearson Am, under which they would prothe proposal proposal.

LOS ANGELES — Shearson Am, under which they would proquisition of E.F. Hutton Group sions. That agreement delayed the
will result in the loss of 5,000 to board's action on Mr. Prizzker's
proposal.

ly through attrition. Employment A split over the direction of the at the combined firms is about company also became evident at the board meeting Wedoesday, A Sbearson vice chairman, with C Edward Acker, the chairman of Pan Am, favoring accepabout 90 percent of the cuts would tance of the Pritzker offer, while

WOLF: New Allegis Chief Is Known as Airline Rescuer

(Continued from first finance page)

"He can be disarming to some acribe as a pattern of staying a diversaries," said a close associate, executive of the airline.

"He can be disarming to some acribe as a pattern of staying a while, taking his stock and leaving. However, he has not been with Ti-

vice president at Pan Am. "Even in

labor regotiations, he will maintain

become, he has that sense of hu-

mor, and he uses that levity very

of the unions faded a bit at Tiger,

where he won massive wage con-cessions from its 6,500 employees

after threatening to sell the trou-

ln a dispute over an attendance

policy last spring, Louis R. Schroe-

der, president of Flying Tiger's ma-chinists union, likened Mr. Wolf to

the Ayatollah Ruhollah Khomeini of Iran, Paul Phillips, an official of Flying Tiger's pilots union, said Wednesday, "I don't think many will miss him."

But Flying Tiger is expected to post a annual profit this year, its first since 1982. When Mr. Wolf joined the airline in August 1986, it

was losing \$74,600 a day.

bled air cargo carrier.

But his reputation as a favorite

Much of how labor will react would be laid off. "We need every revenue dollar we can get," he said. ity to Mr. Acker.

Eurotunnel Falls 29% as Shares

Debut in London

The Associated Press

LONDON -- Shares in Eurotunnel, the British-Freoch consortium building a rail tun-nel under the English Channel, plunged 29 percent Thursday from the sale price on their first day of trading on the London Stock Exchange.

The stock, which was sold in units of two shares for 350 pence (\$6.30) a unit, closed at 250 pence. It had opened at 284

The consortium's offer of £770 million in stock, primarily in Britain and France, was undersubscribed in both nations.

Travel benefits that were atached to the shares failed to stimulate investor interest. which analysts said was dampened by October's collapse on world stock markets and the magnitude of the project.

The share issue released £5 billion in bank loans for the project. Construction has begun, and the tunnel is expected to open in 1993.

ger long enough to take advantage

the 12th-most-active issue Wednes-

day on the New York Stock Ex-change, falling 87.5 cents to close at \$11.25 with 1.47 million shares

changing hands. One trade alone reportedly involved about a million

Mr. Sheehy said the trade did not

involve any shares owned by Mr.

Wolf, and it could not be learned

who sold or who bought the stock.

The New York investor Saul A.

Steinberg, who controls more than

18 percent of Tiger International shares, was also said not to be in-

At United, Mr. Wolf will coo-

front a different challenge from

those he faced at Republic and Ti-

ger, both of which were near finan-

United, on the other hand, is profitable, and analysts predict that its 1987 net earnings will top \$100 million. Although it is expect-

ed to seek concessions in wage ne-

gotiations with its highly paid pilot,

it has recently occornated new coo-

cial collapse when he arrived.

volved in the transaction.

Tiger International's stock was

of his stock options.

Barclays to Buy 70% of French Broker

By Jacques Neher Special to the Heroid Tribune

PARIS — Puget & Compagnie, France's eighth-largest stockbro-ker, said Thursday that it would sell 70 percent of its capital to Barsell 70 percent of its capital to Bar-clays de Zoete Wedd, the London-based securities arm of Britain's stockbrokers following October's stock market collapse. Several ma-jor Paris brokers had announced

disclosed.

plans to sell control in nther
Meanwhile, a smaller broker, French or foreign institutions beMagnin-Cordelle, announced that

Swiss Acquires Landis & Gyr

ZUG. Switzerland — The Swiss industrialist Stephan Schmidheiny will buy two-thirds interest in Landis & Gyr AG, one of Switzerland's best known engineering compast land offices in Europe, the

unable to find a younger member continue to own a third of the family to take charge. No terms were disclosed, but independent of the shares.

Georg Krneta, chairman of Landon of Landon of the shares. terms were disclosed, but indepen-dent estimates valued the deal at dis & Gyr AG, said the family had

he said.

The announcements represent a

best known engineering companies, from members of the Gyr family, the firm said on Thursday.

The Gyrs, who have owned Landis & Gyr for two generations, were third, the Straub-Gyr branch, will smalle to find a vouncer member.

200 to 300 million Swiss francs wanted the group to retain its inde-(about \$150 to \$220 million).

NEW YORK —An overly adventurous squirrel touched off a power failure that disrupted the National Association of Securities Dealers' auto-

matic quotation service for several hours on

Wednesday, A NASDAQ official estimated that the power

failure kept about 20 million shares from being

traded. Daily volume oo the over-the-counter mar-

ket bas recently averaged about 130 million shares,

The breakdown was also felt at stock exchanges across the United States on which options on over-

Power in the Trumbull, Connecticut, area,

where NASDAQ's main computer center is situat-

ed, was knocked out when the squirrel, carrying a

piece of aluminum foil, got into the electrical system and crossed the wrong wires. The squirrel did itself in, along with NASDAQ's power and service to about 2,200 other customers in the area.

The over-the-counter market is the busiest stock

trading system in the country after the New York Stock Exchange. The OTC market primarily in-

volves stocks of smaller companies, although

shares in better-known companies, such as Apple

William Howard, a vice president and manager

the-counter issues are traded.

Computer Inc., also are traded.

(about \$150 to \$220 million).

A subsidiary of Mr. Schmidheiny's Anova Holding AG will buy two-thirds of the shares of the

Squirrel's Short Position Wrecks NASDAQ

que de l'Union Européenne, a Paris
bank.

The announcements represent a monopoly held by Paris brokers on Bourse trading since the days of

Under the reform rules, French

Puget, active in trading large blocks of shares, had 1986 revenue of 180 million francs (\$32 million at current exchange rates). Barclays will buy 20 percent on Jan, 1 and further boldings of 19 and 31 per-cent in the following two years. A "small number" of French in-

stitudons will acquire up to 10 per-cent of Puget's capital, Barclays said, while the remaining 20 percent would be retained by the brokers' partners and employees. Magnin-Cordelle, the 24th largest Paris broker with 1986 revenue

of 116 million francs, would also be acquired in three phases. The broker is also active in block

trading and in the bond market. Banque de l'Union, with 1986 as-sets of 38.4 billion francs, said it expects to increase its activity in foreign markets.

ty 70% of French Broker Al-Fayeds These takeovers, to be phased in over the next two years, are a result of legislation introduced by the of legislation introduced by the In Sears PLC

Remers
LONDON — Sears PLC, the or loreign firms will be allowed to take up to 30 percent of French brokers' capital from Jan. 1, up to 49 percent from 1989 and 100 percent in 1990.

Puget, active in trading large blocks of there had 1986 revenue.

British retail stores group, said Thursday that the Al-Fayed family of Egypt had bought Bell Group Ltd.'s stake in the company.

Bell Group is controlled by the Australia of ito accier Robert Hallen A Const.

Holmes à Court. The purchase of its 8.2 percent holding by the Al-Fayed family, owners of Harrods department store in London, raised their stake in Sears to nearly 10 percent, according to Sears' chairman, G. Maitland Smith.

Bell's 8.2 percent stake would bave been worth about £183 mil-lion (\$330 million) at Wednesday's closing price of £1.49 (\$2.68).

Mr. Smith said he learned of the transaction from Mohamed al-Fayed, a senior member of the family, who said the shares were purchased for long-term investment purposes.

The news sent Sears shares lower in early trading in London, dealers said. Its stock was quoted at 140 pence, down 9 pence from Wednesday's close.

Mr. Holmes à Court's Bell holding companies, which suffered buge losses in the world stock market collapse, have been selling as-sets to raise cash. The sales mostly have involved indirect holdings.

Sears, where Norman Tebbit, former chairman of the ruling Conservative Party, recently became a director, also owns another big

London store, Selfridges. The Al-Fayeds own Harrods through their House of Fraser PLC

stores group.

Mr. Holmes à Court, a promi-nent financier, said after Bell group's annual general meeting in Perth on Wednesday that be planned more asset sales with the aim of lifting total proceeds to about 2 billion Australian dollars (\$1.4 billion) from the 1.4 billion dollars raised so far.

Desktop Industry

By mid-88 the first four-color laser printer for PC users will be in operation — developed by a company whose shares fell from \$26 to \$11 in the crash and will probably hit \$50 as sales quintuple. Write, phone or telex for complimentary copies of Indigo reports on such prospects.

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A gnawing problem for NASDAO.

anyway," he said. "Had this occurred when the market crashed it would have been horrible." Those interviewed refused to blame the NAS-DAQ system, which has been criticized for its inability to handle the buge oumber of customer orders during the Oct. 19 market collapse. John Barry 3d, a vice president at the Troster Singer Corp., acknowledged that the power failure had made doing business "somewhat uncomfort-

"But you can't give NASDAQ a black eye for this," he cootinued. "You just can't count on

of over-the-counter trading for Sutro & Co. Inc. in San Francisco, said the power failure was "more frustrating than anything else."

"It didn't really knock us out of kilter in terms of doing business because things have been slow power. If memory serves, I don't think New York City was given a black eye when it took the night off a few years ago."
(NYT, AP)

" "Hoursday's Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere.

PERSONAL INVESTING

IN THE IHT THE SECOND MONDAY OF EACH MONTH. EDITED FOR THE SOPHISTICATED INVESTOR — AN ESSENTIAL GUIDE TO OPPORTUNITIES AND PITFALLS — WORLDWIDE

The new Allegis chairman has gained something of a carpetbagger's reputation, especially with airline unions, for what they detailed in the content of the c 73/4 38 UNNVS 56/ 1.1 12 13/2 53/5 57/4 52/4 —14/4 48/4 26 UCmps 1.16 3.4 13 29/2 36/6 34/4 34/6 —14/6 32/4 15/4 UCorb 1.29 72/ 14/4/25 21/9 19/4 20/4 14/4 11/4 4 UnionC 15 21/4 5 49/4 44/4 37/4 19/4 UnionC 1,5/2 68 7 8/5 21/4 21/4 21/4

NYSE Highs-Lows



12 Mounts Stock, Div. Vid. PE 1005; High Low Good, Ch'or Stock Div. Vid. PE 1005; High Low Stock Div. Vid. PE 1005; High Low Stock Div. Vid. PE 1005; High Low Good, Ch'or Goo

LONDON - Thorn EMI PLC. Thorn did the British consumer electronics group, reported Thursday that its pretax profit rose to £60.7 millioo (\$109.5 millioo) in the six months ended Sept. 30, a gain of 46 percent

from a year carlier. Pretax profit amounted to £41.5 million in the comparable period of 1986. Net profit in the latest fiscal half was £37 million, up 58 percent from £23.3 million.

But revenue fell 5 percent, to £1.42 billion from £1.5 billion a year earlier, as a decline in domesoc sales offset an increase in over- its rental and retail division, where

ship carrier against a consortium half-owned by Scandinavian gov-

ernments - could be decided in a

political, rather than a financial

arena. That possibility evokes the

bitter debate over control of the

Even though the SAS bid is

strongly favored by the British Caledonian board, it is uncertain if the

offer will be approved by Britain's Civil Aviation Authority.

The CAA is expected to decided culties."

ailing British helicopter manufac-

turer, Westland PLC.

nies in those sectors this year.

The results were slightly below the expectations of analysts, who had projected first-half carnings at about £64 million. Thorn's shares closed at 528 pence (\$2.92) a share on the London Stock Exchange, down 24 pence from Wednesday.

Thorn cited strong performances by its main businesses, especially pretax profit rose 11 percent to

would fall into foreign hands. Brit-

ish law bars foreign ownership or effective control of either BA or

Norman Tebbit, a former Con-

servative Party chairman and an

outspoken cride of SAS's move on

Calcdonian, said, "This is not just a financial matter." He said that a

British Caledonian.

(Continued from first finance page) by Monday whether acceptance of

FIDELITY FRONTIER FUND Société d'Investissement à Capital Variable 13, Boulevard de la Foire, Luxembourg

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Notice of Annual General Meeting

entation of the Report of the Board of Directors. 2. Presentation of the Report of the Statutory Auditor.

Approval of the balance sheet and income states the fiscal year ended August 31, 1987.

man, R.F. van den Hoven and Con

8. Consideration of such other business

shareholder may act at any meeting by proxy.

Dated: November 29, 1987

Election of the Statutory Auditor, specifically the election of Coopers & Lybrand, Luxembourg.

Approval of the above Items of the Agenda will require the affirmative

BY ORDER OF THE BOARD OF DIRECTORS

It was the first period for which: £51.6 million. Pretax carnings in tributions from domestic appliance cent to £7.3 million, and the music and consumer electronics manufac-turing, following sales of compa-after a £5.1 million loss in the yearearlier half. But Thorn reported a £1.3 mil-

lion loss on discontinued opera-tions, compared with a FA.7 million profit in that area a year earlier. The electronics company said that further cost cutting was occes-

sary at its subsidiary Inmos International PLC, a maker of electronic chips, despite a two-year

restructuring effort.

Thorn said it would transfer a plant that manufactures static random access memory chips, or RAM, to Britain from the United BA: Airline Increases Offer for BCal States, eliminating about 300 jobs. ft said the move would result in annual savings of about £20 milthe SAS offer would mean that control of British Caledonian Britain's recently privatized flag-

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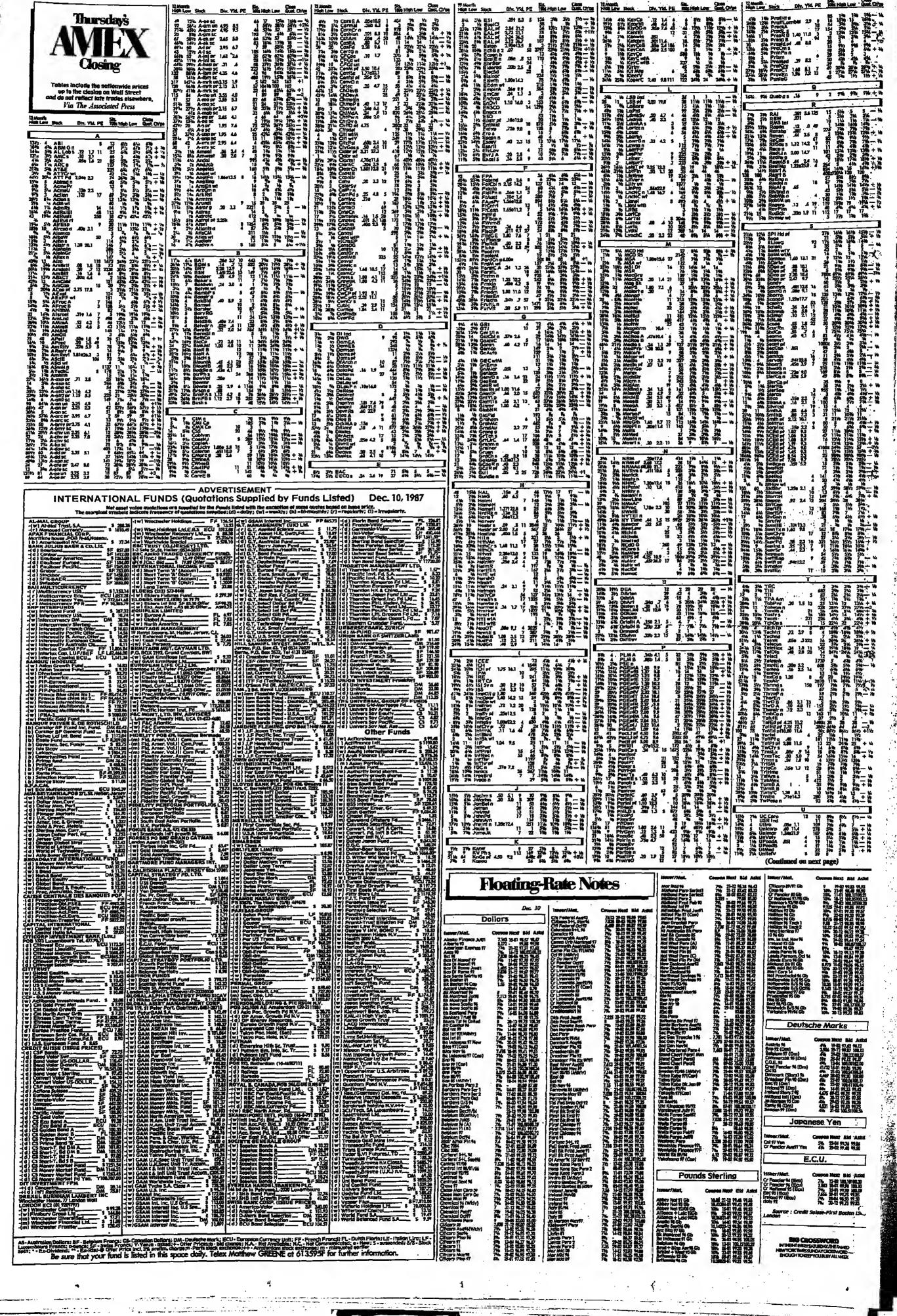
Insterdam, 3rd December 1987

The Quarterly Report as of 30 th September America 1987 has been published and may be obtained Growth



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Dollar Tumbles on Trade Shortfall

NEW YORK - The dollar closed at record postwar lows against the Japanese yen and the Deutsche mark Thursday and retreated sharply against other currencies on news of a wider U.S. trade deficit.

The U.S. government said the trade shortfall swelled to \$17.6 biltion in October from \$14.08 billion in September. Market reaction was severe because forecasts had averaged about \$15 billion.

Within minutes of the release of the trade figures, the dollar nose-dived to 1.6340 DM to New York before recovering slightly on intervention by the Bundesbank and the Federal Reserve. But bearish sentiment returned with a vengeance, and the dollar closed at 1.6325

DM, down nearly three pfennigs from 1.6620 DM Wednesday. The dollar closed at 129.05 yen, down more than three yen from 132.20. It was the first time since World War II that it had closed below 130 yen, currency dealers

The dollar also plunged to 5.546 French francs from 5.6295 and to 1.3323 Swiss francs from 1.3585. And it fell against the British pound, which climbed to \$1.8355

from \$1.8045. Simon Fisher, a dealer with Bears, Stearns & Co., said that traders were uninhibited about selling dollars for yen because the market believes that Japan's central bank is confining itself to small purchases of the U.S. currency.

"These small interventions help

the dollar only fractionally," he Traders also believe the dollar is especially vulnerable against the yen because of the strength of Japan's economy and the lack of room for a further reduction in official Japanese interest rates. Such a cut would favor the dollar

by narrowing the interest-rate dif-

ferential between the two coun-

In Japan, Finance Minister Kiichi Miyazawa indicated the Japanese government would allow the dollar to find its own value.

London Dollar Rates

"It is natural under the floating system that the value of a currency changes in the long run as it is determined by market forces," Mr. Miyazawa told a parliamentary

Analysts in Europe and New

York said the U.S. currency would remain under pressure unless the Reagan administration alters its apparent policy of letting the cur-

"Barring some unexpected event, you need something pretty conclusive from the U.S. in support of the dollar," said Anne Parker Mills, vice president at Shearson Lehman Brothers. "I don't think that's very

In Europe, concerted intervention by central banks helped lift the \$759.5 billion.

it ended near record lows. It closed in London at 1.6365 DM, down more than two plennigs from Wednesday's close of 1.6620, and at 129.40 Japanese yen, a loss of pearly 3 yen from 132.35.

Dealers said that the European intervention by the Fed and the central banks of West Germany, Switzerland and Italy had not been

In earlier European trading before the trade data were released. the dollar was fixed in Frankfurt at 1.6617 DM, up from 1.6590 DM Wednesday, and in Paris at 5.6375 French francs, up from 5.6235. It closed in Zurich at 1.3358 Swiss francs, down from 1.3600. (Reuters, UPI)

■ M-1 Falls \$8.3 Billion M-1, the narrowest measure of the U.S. money supply, fell \$8.3 billion to a seasonally adjusted \$750.9 billion in the week ended

Nov. 30, the Federal Reserve said Thursday. The previous week's M-1 level was revised to \$759.2 billion from

Taiwan Dollar Records Biggest One-Day Jump

TAIPEI - The Taiwan dollar recorded its largest single-day jump against the U.S. dol-lar, rising nine Taiwan cents to

close at 29.11.

Dealers said they believed the Taiwan central bank was finally relenting to U.S. pressure for faster currency appreciation to help narrow Taiper's trade surplus with Washington.
They said the central bank, which purchased about \$2.7 bill. lion over the past two days to

support that currency, bought only \$300 million on Thursday. The Taiwan dollar has risen by 19 Taiwan cents against its U.S. counterpart this week, prompted by statements from a Taiwan official in Washington who said that Washington was losing patience with Taiwan for holding down the value of its

U.S. Edges Toward 'Benign Neglect' of Dollar

WASHINGTON - Despite last week's cuts in European interest rates and other actions abroad to stabilize currencies, the Reagan administration is sticking to its new policy of leaving the value of the dollar largely to the judgment of the financial markets, according to administration officials and Wall Street curren-

The Federal Reserve Board is going along with the administration's decision to refrai from attempting to orchestrate any change in the dollar, the Wall Street analysts said. The Fed can influence the exchange rates of currencies by raising and lowering interest rates.

The analysts said the policy was likely to mean a further modest decline of the dollar rather than a stable or rising dollar. But they maintained that in the current economic environment, the dollar could stay where it is for weeks or even months.

The policy marks only a limited move toward letting the markets determine the dollar's value. While not trying to impose its exchange rate goals by intruding on the markets, the administration will continue to join other countries in trying to develop interest-rate, budgetary and other economic policies in ways that contribute to market stability.

Adopted just before the collapse of world stock markets in October, the new policy marks a partial return to the "benign neglect" of currency exchange rates that the United States often demonstrated in the 1970s and the first

half of the 1980s. That stance was abandoned because the soaring dollar of three and four years ago contributed to the record deficits in U.S. trade and persuaded Treasury Secretary James A. Baker 3d to try to reassert government influence over

the currency markets. But he appears convinced that the stable dollar policy only made the deficits worse, and he is believed to want to show significant improvement in the deficits before next year's residential elections.

Speculation that the Treasury Department and the Federal Reserve are shifting back to the pre-October policy arose with a report in The Wall Street Journal attesting to such a shift and with a slight, short-lived rise in interest rates that the Fed influences. Rising U.S. interest rates could imply a determination to stabilize or push up the dollar, but market analysts said they rose for reasons unrelated to the dollar.

An administration official, not Mr. Baker, asked "why on earth" U.S. officials would "want to reforge" the commitment to a stable dollar that countries honored from February until October.

Louvre accord that the Group of Seven industrial countries reached in February, assumed that other policy changes would be made, including cuts in interest rates abroad, to keep the dollar stable.

But West Germany, fearing that the stabilized dollar was reviving inflationary pressures there, let interest rates rise to ease the pressures.

In Mr. Baker's view, this was a violation of the Louvre accord and contributed to a rise in U.S. rates. Because higher rates discourage borrowing and spending, they could slow the U.S. economy as a presidential election approaches.

Mr. Baker therefore abandoned the dollar

Up to that point, market forces that were bringing pressure to push the dollar down over the eight-month stabilization period had been thwarted by an estimated \$100 billion in dollar buying by the United States and other govern-

Since the United States backed off, in mid-October, the dollar has fallen 8 percent against the Deutsche mark and 7 percent against the yen. And Wall Street analysts said that American intervention in the markets had been confined to checking turmoil and moderating the

TRADE: U.S. Deficit Hits Monthly Record of \$17.6 Billion as Imports Rise

(Continued from Page I) other countries jumped \$450 mil-lion, the department said. Some analysts said the sharp worsening in the manufacturing began in September 1985 to lower

said, including telecommunica- petitive overseas. tions equipment, vehicle and trac-

footwear and electrical and powergeneration machinery. which have been helping to swell the U.S. trade deficit, rose \$400 million to \$4.3 billion in October. For exports, there were increases in agricultural commodities, mili-

tary goods, nonmonetary gold and The rise in the manufacturing

deficit underscored the Reagan administration's difficulty in showing a sustained improvement in the trade balance. The administration

tor parts, aircraft, clothing and lar has boosted the price of imports, masking any decreases in actual import volume, or the gains

said that "For years, we've listened to the Reagan administration tell us not to worry about a few 'sunset industries." But, he added, "the worsening trade figures and the declining dollar raise the specter of

something even more troubling a sunset economy for America.

Financial markets had been focusing on the deficit figure to see if September's improvement from a \$15.6g billion gap in August sig naled a lasting shift in U.S. trade prospects. The August figure, released on Oct. 15, was a primary cause of the record 50g-point plunge in the Dow Jones industrial average of major U.S. stocks on Oct. 19 and the resultant collapse

of stock prices worldwide. Faced with the stubbornly high deficit, many investors reason that the dollar will have to fall further, And since a weaker dollar would erode the value of U.S. assets compared with foreign investments, many investors respond by selling U.S. securities, which puts further

tive for the dollar," said Stephen Roach, senior economist at Morgan Stanley & Co. "Unacceptably wide foreign trade deficits are going to put further pressure on the dollar to clear the deficit through price factors instead of through

trade volume. As usual, the trade deficit with Japan was the largest of any country at \$5.86 billion, up 26.6 percent from September. But the deficit with Western Europe jumped 76 percent to \$3 billion.

The deficit with Taiwan in October was \$1.8 billion, and was \$1 billion with South Korea.

Ip a statement, Commerce Secretary C. william Verity singled out the so-called four "little tigers" of

Kaufman Sees '88 Turmoil, '89 Recession

NEW YORK -The U.S. economy will dodge a recession in 1988 but will have higher interest rates, heightened inflation and volatile financial markets, according to Henry Kaufman, a leading Wall Street economist.

Mr. Kaufman, managing director at Salomon Inc., also predicted Wednesday in his annual report on the world economic and financial outlook that the "element of crisis" present in global markets in October likely would emerge again in 1988.

Mr. Kaufman has become known in recent years in part for his pessimistic views about the economy, which have carned him the nickname "Dr. Gloom."

He said that a "brisk revival" of U.S. economic activity next year would increase inflation, forcing the Federal Reserve to push up interest rates while ughtening credit.

He predicted that the U.S. economy would expand at a 2.7 percent annual rate, spurred by a large expected gain in U.S. export volume.

But Mr. Kaufman said that next year's growth would mark the last phase of the current U.S. expansion and likely would be followed by recession in 1989.

The Salomon report forecasts the annual inflation rate for 1988 at 5.2 percent, rising from an expected 4.6 percent in 1987 and reaching an annual 6.2 percent rate in the fourth quarter of

■ Experts Predict Slowdown

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The stock market plunge will lead to a slowdown in U.S. economic growth next year but probably will not cause a recession, experts from the private and public sector said Thursday after a symposium sponsored by the Conference Board, a business

research group... A majority said they expected the economy to grow 2 percent next year, with the unemployment rate rising from October's 5.9 percent to 6.3 percent by the end of 1988. But inflation should be beld to 4 percent, they said.

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Thursday's

NASDAQ prices us of 4 p.m. New York time. This list compiled by the AP, consists of the 1,000 most traded securities in terms of dollar value, it is updated twice a year.

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deficit may have reflected inven-tory accumulation by retailers for curb Americans' appetite for forthe new model year.

Imports, though, also rose in goods more expensive, while making any other sectors, the department ing American products more com-So far, however, the weaker dol-

Imports of petroleum products, from a higher volume of exports. Representative Jim Wright of Texas, the speaker of the House,

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Southeast Asia - Taiwan, South Korea, Hong Kong and Singapore
—for being a "major" cause of the pressure on the dollar.

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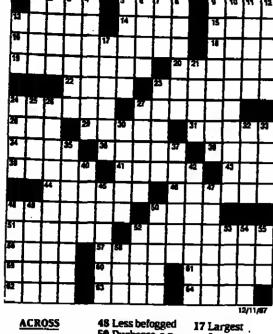
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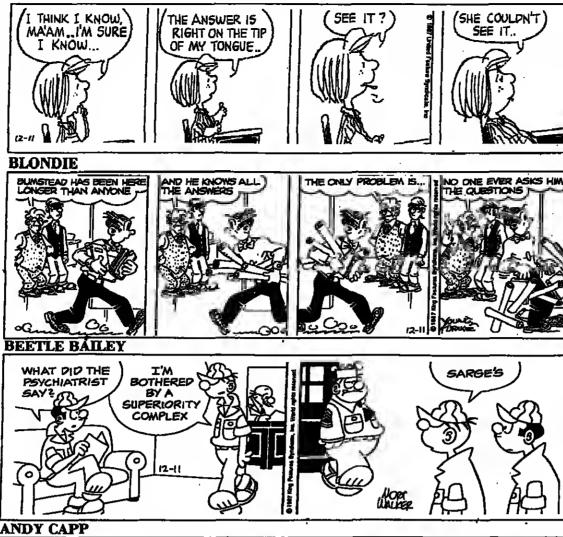
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BOOKS

TRUMP: The Art of the Deal

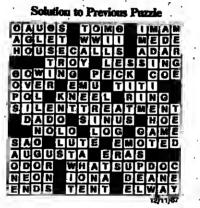
By Donald Trump with Tony Schwartz. 246 pages. \$19.95. Random House, 201 East 50th Street, New York, N. Y. 10022.

Reviewed by Jonathan Yardley

WHAT we have here is a campaign biography, though what Donald Trump is running for is anything but clear. He's already been voted into an exalted position on Soy magazine's list of the 100 "Most Annoying, Alarming and Appalling People, Places and Things in New York and the Nation" — he placed third, behind Ivan Boesky and Ronald Reagan —so it's somewhat difficult to imagine what else he could be running for, yet of one thing we can be certain: Donald Trump is on the run, or the make. One need look no further than "Trump: The Art of the Deal" for conclusive proof. This thin autobiography is a public relations sell from the first page to the last.

On Trump's behalf it must be said - Trump himself, to no one's surprise, says it over and again — that he is very good at what he does he builds buildings, and he has a well-carned reputation — speak for yourself. Donald — "as a builder who came in on time and on budget," even if those buildings leave a bit to be desired on the aesthetic side.

But precisely how all these edifices got built is far from satisfactorily explained in "Trump;



The Art of the Deal." There's an ample amount of neisy mouthing-off about wheeling and dealing at which Trump regards himself as an artist, but there is comparatively little aboutthe nitty-gritty. On a couple of occasions Trump remarks in passing that construction is a rough business, but he has nothing — repeat. nothing - to tell us about how construction gets done in the snake pit of crime and labor. that is Manhattan, nor does he have anything revealing to say about the realities of construction and daily dealing in the world of casmos, in which he is becoming an ever more visible

and active participant.

Trump wants to have it both ways in "The Art of the Deal": to depict himself as the reincurration of Robert Moses, yet also to be seen as somehow above the fray, a larger-than-life figure whose visions are loftier than those of ordinary mortals. But though he clearly would like to be seen as a man of substance would like to be seen as a man of substance bence the dabbling in politics that has become his latest game — even in his self-portrait he emerges as nothing so much as that prototypiemerges as nothing so much as that prototypical American figure, the hustler. He gladly
accepts the accolade of "promoter," and freely
admits to being an expert juggler who, especially in his early years, kept many balls in the
air while praying that when they fell, it would,
be into place; the appropriate comparison is
not with Robert Moses, but with P.T. Barnum.
Like the authors of all campaign books he
takes frequent reference to his "friends," but
it is obvious that they are mercely people, to be

it is obvious that they are merely people to be used, or discarded, as the occasion warrants; without embarrassment — if anything, with what seems to be pride — be tells of meeting that "man of great warmth," Cardinal John O'Connor, and the next day putting down the cardinal as a character reference for "my appli-

cation for a Nevada gaming license."
It's obvious from "The Art of the Deal" that the man wants to be taken seriously, but he presents absolutely no evidence that he deserves to be. It's one thing to be an effective builder of hideous skyscrapers, and quite another to have informed, intelligent views on questions of political and social concern. "I want the best, whatever it takes." Trump says, but in ideas as in architecture, he hasn't a clue as to what the best really is.

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THE PARTY OF

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Jonathan Yardley is on the staff of The Wash-

BRIDGE

By Alan Truscott

a-match team championship, which concluded the American Contract Bridge League's fall nationals in Anthe declarer felt happy when League's fait nationals in An-aheim California, After the declarer felt happy when leading throughout the final day. Zia Mahmood of Paki, dummy and was able to win leading throughout the final day, Zia Mahmood of Pakiday, Zia Mahmood of Pakistan; Billy Cohen of Santa the nine. Ana, California and Ron

triumph be had in Baltimore four months ago when he won the Spingold knockout and became the first foreign player ever to win a major. American team title, Zia is now the second foreign

playeer to do so.

For Cohen and Smith, proceeded to go down two tricks when he made a destruction of the control of the contr there is a slight cloud on their victory. Foreign participation in their team bars them from eligibility for international playoffs. The right to try and qualify for the 1989 world championships in Perth, Australia, will go to the runners up: Walter Johnson of Columbus, Ohio; Mark Cohen of Glein Ridge, New Jersey; Ralph Katz of Chicago; William Pollack of Englewood, New Jersey; David Berkowitz, Old Tappan, New Jersey; and Howard Weinstein of Burr Ridge, Illinois.

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Smith of Chicago won by oped diamonds by playing more than five boards.

the ace to collect the king. finessing the ten and continuing the suit. Zit now won the fourth round with the jack and led the spade seven. South now had nine tricks in sight, but overtricks were important. He fell into Zia's trap by finessing the ten and

perate effort to recover lost

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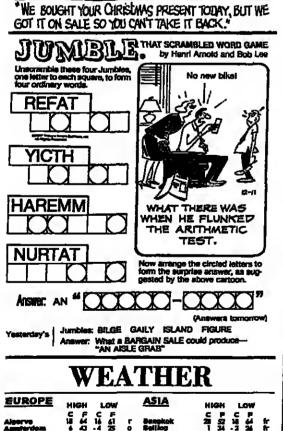
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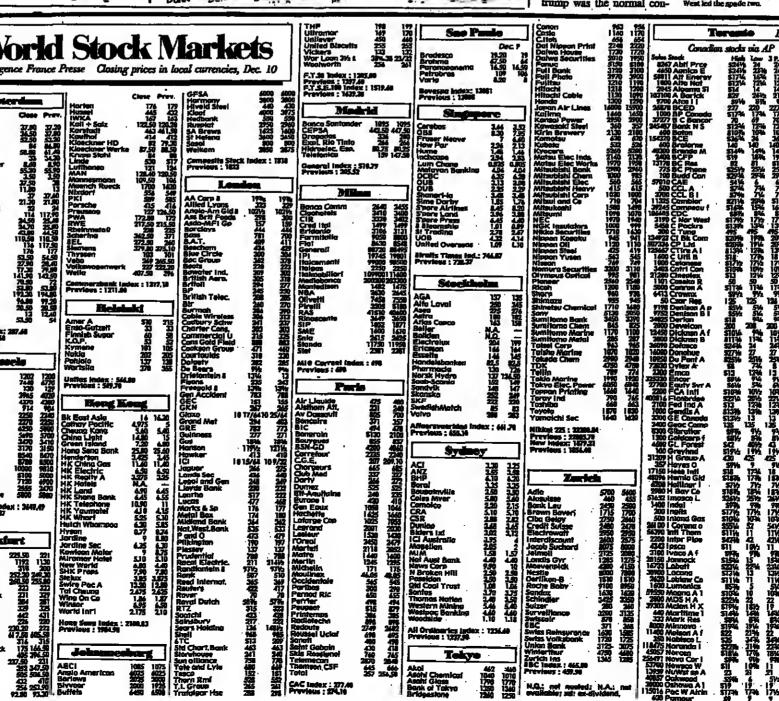
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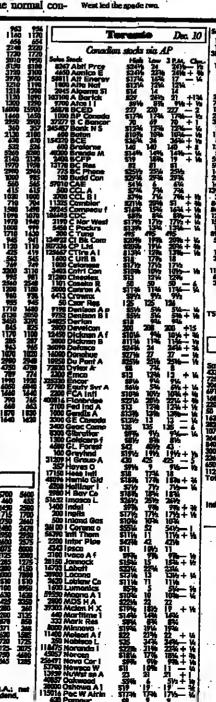


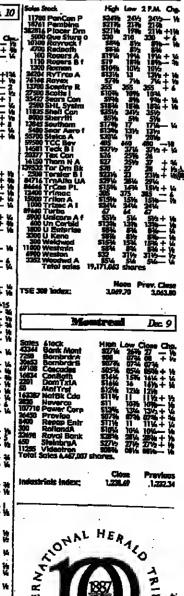


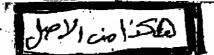
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SPORTS

A Far Out Theory: Martians Are Tormenting the Yankees

By George Vecsey New York Times Service

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NEW YORK - There are people who believe they were kidnapped by aliens but could never quite prove it. That may be the only possible explanation for what happened to Lou Piniella the other night.

The New York Yankers' new general man-

ager was sitting in his botel room in Dallas on Tuesday, trying to pull a deal that would strengthen the team during the 10th anniversary of its last world championship.

Piniella had just heard the news that the Yankees had missed out on acquising During

Yankees had missed out on acquiring Dave Parker from Cincinnati. He was preparing to go out to the banquet at the baseball winter meetings, where he would socialize and talk business with his fellow general managers.

Then it happened. The next thing Piniella knew, it was Wednesday morning. He was still

but he was unshaved, and very hungry.

Piniella has been reluctant to report this possible incident to the authorities. He does pot want to be labeled a crackpot. But an outsider can try to reconstruct the missing hours in Lou Piniella's life.

It may have begun with a phone call: angry, squeaking noises at the other end of the line. Piniella may have been vaguely aware of being told not in leave his room. Perhaps he had found his door locked from the outside. Whether out of hunger or out of fear, Piniella

then passed into a deep sleep. Sometime during the man, the was visited by a strange appar-tion. The windows opened, a great glow ap-peared in the night sky, and an alien material-ized, wearing a navy-blue blazer, a striped tie, a blue shirt, gray slacks, tassled loafers and short hair, very short hair. Perhaps Pinjella has blot-

ted out the memory of a jaw with a double chin, wagging up and down at him for hours. If it happened this way, it would have been worse than any nightmare. Piniella would have probably thought he had done something wrong, but he didn't know what. He kept wanting to go to the banquet. He could imagine all the general managers laughing and having a good time, making deals over cocktails, but every time he tried in catch up in them, he would be blown back from the door.

The worst part was, something kept threat-

The worst part was, something kept threatening him with punishments worse than death. He would be sent to the farm team in Columbus every other day. He would have in listen to Hawk Harrelson tapes. He would have to room with Billy Martin on the road.

Finally, it went away.

This would not be the first time something strange had happened in a Yankee general

manager. The first suspected kidnapping was in 1976, after the Yankees lost the first game of the World Series in Cincinnati. Several team officials, including Gabe Paul, went back in their botel rooms in Ireshen up for dinner, but a mysterious force blocked them from leaving the hotel all night

Another general manager who may have been plucked by extraterrestrials was Clyde King. He thought he had an agreement that he could visit his home in North Carolina for long weekends, but whenever he would get on a

Piedmont flight at Newark Airport, it would deposit him at La Guardia or Kennedy.
Woody Woodward, who recently left the Yankees in work for the Phillies, knows only that, in his few years with the Yankees, he found it difficult to eat or sleep or smile. He thought he was always being followed, that someone or something was always there.

Piniella has been stummed by his brush with the unknown, particularly in light of what happened to him last stummer, while he was managing the Yankees. The owner of the team, George Steinbrenner, became enraged when he could not contact. Pinielle he selections could not contact Piniella by telephone.

The frightening part was that Piniella does not remember where be was during those

fateful few hours. Perhaps he was taken for a ride in a spaceship, in view the phantom baseball stadium sometimes sighted, like swamp glow, in the Jersey Meadowlands. Somebody ought to tell the owner about these problems, but Steinbrenner does not like to talk about unidentified visitors. Steinbrenner, you see, has himself been visited.

In 1981, during the World Series in Los
Angeles, he was taking an elevator at team
headquarters, brooding over a Yankee loss.

Nobody knows what happened, but Stein-



brenner emerged from this mysterious incident with his hand in bandages. Before the visitor strikes again, somebody is needed in solve this dreadful mystery.

Bird in Name Isn't Same, as Fans Discover de la companya de la

Los Angeles Times Service

LOS ANGELES — A crowd of 3,548, a Boston University home-court record, had turned out for the Indiana State game to see Eddie Bird, a 6-foot-6-inch (1.98-meter) freshman and the brother of the Boston Celtics' ranking hero, Larry.

THE STATE OF The Birds may be brothers, but they aren't clones. Eddie missed all If of his shots in the game Friday night, although he was perfect from the free throw line, scoring two

> "Eddie just happens to be Larry's brother," said Mark John-son, sports information director at Indiana State, the school Larry Bird led to the 1979 NCAA final, in (all 115 h which the Sycamores lost to Magic Johnson's Michigan State team. "Eddie's just not that good of a player." Johnson said. "Fie started

the first two games and hasn't started since. Comparisons between him and Larry are ill-advised. They look alike, but that's all." The Sycamores have another player with a surname familiar to basketball fans, Taju Olajuwon, brother of the Houston Rockets'

Akeem. But the 6-8 freshman is incligible this season. "He's not as good either," John-

Further evidence of how little help a name may be: Chip Rupp, the grandson of Adolph Rupp, who during his 41 years at Kentucky became - and remains - the winningest coach in NCAA history, has quit the Vanderbilt basketball team because of uncertainty over playing time.



A REAL DOWNER — Francis, who plays for Real Español, Inter Milan, during a muddy UEFA Cup match Wednesday found himself on the ball but under Serena, of opposing night in Barcelona. Español advanced by winning, 1-0.

Major Leagues Take Small Step Toward Expansion

DALLAS — The expansion of major league baseball has moved forward slightly, with it being numed over to a joint committee of the American and National leagues Wednesday, but the commissioner. Peter Ueberroth, made it clear that nothing concrete could be done until two "hurdles" had been cleared in the next two years; negotiations for new contracts with the players' union and the television networks. "We're moving toward a goal," Ueberroth reported Wednesday af-

ter a joint meeting of the major

there are different approaches, and there are a couple of hurdles. And not one word was spoken today about specific cities."

The National League has not expanded since 1969, when San Die-meetings by making major trades go and Montreal were added. It has with the Bultimore Orioles and the 12 teams, and is generally resisting Philadelphia Phillies, The Los An the addition of more. The Ameri- les Times reported from Dallas. uneven schedule, and is more eager to add franchises. But if two new Jackson. teams joined the American League, In a trade of right-handed pitch-

■ Mariners Make Big Trades The Seattle Mariners enlivened the final hours of the winter baseball Philadelphia Phillies, The Los Ange-

The Mariners sent outfielder Phil can League added Toronto and Seattle in 1977. It has 14 clubs and an Bradley to the Phillies for outfielder Glenn Wilson and pitcher Mike

leagues on the final day of the club four new ones would have to join ers, the Mariners sent Mike Morgan the National League to balance to the Orioles for Ken Dixon. Morthere are different approaches, and them at 16 teams each. carned-run average last season in 34 games, 31 of them starts. He has a 33-62 major league mark, Dixon, 27, was 7-10 with a 6.43 ERA and al-

lowed 31 home runs in 101 innings. Bradley, 28, a .301 hitter over 41/2 years, batted .297 with 14 homers and 67 runs batted in last year, and stole 40 bases. Wilson, 29, batted .264 with 14 homers and 54 RBL and led the majors with 18 outfield assists, Jickson, 23, was 3-10 with a 4.20 ERA for Philadelphia,

m Japan Said to Seek Righetti

Yankee relief pitcher Dave Righetti has received an offer from a whack John McEnroe in a final in ulous that they would put in a clay Japanese team that would make him the "highest-paid athlete in team sports history," his agent, Bill Goodstein, told The New York Times on Wednesday. Goodstein 29 175 2440 19 1445 declined to disclose the offer or the team, but a friend of Righetti said the offer was for slightly more than \$8 million for two years. The friend said Righetti was flabbergasted, but was reluctant to accept it because be wanted to continue playing in the United States.

Unlikely Hero From Madras New York Times Service NEW YORK — If this were a screenplay, Vijay Amritraj of Hollywood would not even take a pow-

er lunch to consider it.

What a preposterous script: A Soviet Union, Argentina, Israel and Australia to reach the final of the Davis Cup tournament.

Now this worldly shot-maker must take his team in Sweden, in the longest, darkest nights of the year, Dec. 16 through 18, to play on a specially constructed indoor clay court — "My worst surface," Amri-

traj sighed.
Who would believe that India could even get this far? Certainly not the chief executive and leading actor of Amritraj Productions.

"I would hate in tell you the per-centages against us," he said recent-ly over an emphatic power breakfast of eggs, hash and croissants. "Even more bluntly, I wouldn't want you to bet anything on us."

While playing down his chances against the Swedes, Amritraj displayed the luminous smile that has charmed crowds and disarmed opponents in his 20 years on the ten-"I've been fortunate enough to

play against Laver and Rosewall," he said. "I competed against Newlasted as long as Connors and anybody else in my own age group. I played Borg and McEnroe. Then Lendl. And now it's Becker."

Court in Wimbledon in 1985.

He also played a racket-wielding assistant to James Bond in "Octopussy" and a visiting Calcutta police officer named Shivaramambhai Poonchwalla in the television series "Metropolitan Police."

He would have made another movie this year, but his obligation

champion, Argentina.

Down two sets and 3-0 in Martin 33-year-old from Madras, India - Jaite, Amritraj rallied to win the as much actor as tennis player these third set. But he faced match point days - leads his nation past the in the fourth set. With the flair and whimsy that have graced his career, Amritraj flicked a drop shot that barely crossed the net, and staved off elimination with a volley. India won, 3-2, to postpone the next movie of the man from Madras.

India's next round, against Israel, was complicated by the two nations not having diplomatic ties. In 1974, Ameritran had accepted India's decision to default the final of the Davis Cup rather than play South Africa
— "unquestionably the right decision," he said. This time he appealed to Prime Minister Rajiv Gandhi to find a solution and the match came

off in New Delhi, with a 4-0 victory. The movie was postponed again. The semifinals were held in Sydney, on grass, maybe not against Muscles and the Rocket, but against Aussies with young legs. On the first day, Amritraj survived his own aching back and 21-year-old Wally Masur. The other singles player, Ramesh Krishnan, won

both his matches for a 3-2 victory. Reaching the Davis Cup final has galvanized India, according to combe and Ashe and Smith. I've Amritraj. He said even the fashion magazines and the food magazines were finding a tennis angle in the weeks before the final, which will be televised live in India at 10 P.M. A throwback to the gallant days Their captain promises nothing, when men could not afford to burn more than to show up.

out in their early 20s, Amritral never reached a Grand Slam final. But ditioning himself in New York for ning on the court, and recently in be did ambush Rod Laver at the the deeper chill of Sweden. "And so front of the cameras. He warmed to U.S. Open in 1973 and he did bush- late in the year. And it seems ridic- his mismatch theme, his English Cincinnati in 1984 and he did out- court, when they've already got flash Yannick Noah at Centre four or five of the best eight players lauded the Swedes. in the world. This is going to be like the massacre scene in Gandhi."

mugging he endured at 1 P.M. in Central Park a year ago.
"When I saw the knife, I wanted close losers. Nice off the court. Mats



Peter Fleming

Fleming to Become McEnroe's Manager

The Associated Press LONDON --- Peter Fleming 12, the longtime doubles partner of tennis star John McEnroe, said Wednesday he will become manager of the volatile lefthander in an attempt to help him regain his No. 1 world ranking.

"My major goal is to get him back physically as good as he was three years ago when he was No. 1. If I can do that, then I think everything else will fall into place," Fleming said at the Masters Doubles tourney, a title he and McEnroe won seven times between 1978 and 1984.

With no knife, big or small, Amritraj merely has a supply of kingsounding more southern Californian than southern Indian as he

"It's not as if they had just one guy, either," he commued. "Or two The thespian-captain sees every-thing in terms of movies, even the They've got 18 good guys over there. to use the line from Crocodile Wilander came up to me the other Dundee' - That's not a knife. This day and said his grandmother-inas the Davis Cup captain kept get— is a knife.' But then I remembered, law was my biggest fan. I signed an ting in the way. Last year he helped f didn't have a knife."

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Wohl Fired as NBA Nets' Coach;

Ftorek Will Coach NHL Kings Compiled by Our Staff From Disparches EAST RUTHERFORD, New Jersey - The

New Jersey Nets of the National Basketball Association, struggling with injuries, a 2-13 record and a streak in which they had lost nine straight games by an average of 18.7 points, fired Dave Wohl as their coach Wednesday. Bob MacKinnon, the assistant general manager, was named interim coach.

Wohl was in the last year of a three-year contract reportedly worth \$200,000 annually.

Later in East Rutherford, where the Los Angeles Kings were playing. Rob Ftorek officially agreed to take over as coach of the National Hockey League team, accepting a two-year contract that, sources said, would pay him about \$100,000 a year, plus performance bonuses.

Frorek, 35, who replaced the fired Mike Murphy, is the Kings' 15th coach in 21 seasons.

LAUSANNE, Switzerland - Ski stars Ingemar Stemmark and Marc Girardelli won approval Thursday to compete in the 1988 Olympics. permission from the International Olympic Committee's executive board. All had either previously competed internationally for other countries or, in Stemmark's case, had been

Suleymanoglu and seven others were pending until further documents were received.

IOC Admits Stenmark, Girardelli

They were among 10 athletes who received

banned for being a professional. The 1OC first announced that f8 athletes, including former world champion weightlifter Nam Suleymanoghi, who defected from Bulgar-ia in Turkey last year, had been declared eligible. But in a revised list, the IOC said that the cases of

try for which he has raced on the World Cup circuit for several seasons.

Stenmark, the winningest Alpine skier of all time, got the board's approval to ski for Sweden

next February in Calgary, Alberta, Canada. Others on the approved list were yachting competitors Leslie Jean Egnot and Jennifer Marie Egnot of New Zealand, and Roy Heinen of the Netherlands; table tennis players Wang Xiao Ming of France, and Olga Nemes and Zsolt-Georg Bohm of West Germany; fencer Stephane Michiel Ganeff of the Netherlands and gymnast Nicoletta Dessena of Switzerland.

On the pending list were luger Miroslav Za-jone of the United States, ice hockey player Vern Mott of Norway; bobsledder David Tomatis of Monaco; wrestler Rifat Yildiz of West Girardelli, who previously represented Austria, was given the go-ahead in compete in the yachtsman Paul Martin Davis of Norway and 1988 Winter Games for Luxembourg, the countable tennis player Ding Yi of Austria.

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OBSERVER

Not About the Summit

By Russell Baker NEW YORK — This is not about the summit. It was going to be until The Editor came by. "Congratulations," he said. "You are going to write the only item in all American journalism this week that is not about the sum-

"But summit is all there is. If not summit, what remains to write?" "Use your head," said The Edi-

If you are not media you do not know how awful it is to have to use your head while all about you are

The total world population of journalists, not including sports writers and garden columnists, is 6,317,681. The one word every last one can spell correctly is "summit." When a summit occurs, it is attended by all of the 6,317,681 not in prison for irritating dictators.

Question to The Editor: "Have I

irritated you?" "Give the reader a break," he explained. "Somewhere in the paper should be a little something hat is not summit."

So this is not about the summit If it were it would reminisce about the writer's very first summit when President Kennedy and Nikita Khrushchev, attended by every un-inited journalist on earth, summit-running to check into the Geneva ed in Vienna.

The highlight of that summit was a press briefing. It was held in a room that seemed to last forever, On a far horizon Ambassador Charles Bohlen, summit press briefer, was saying nothing at excruciating length when Randolph Churchill rose to his feet, shouled "I will not listen to any more of this rot!" and strode away.

Well, if that wasn't a summit story, what was? After all, Ran-dolph Churchill was the son of Winston, father of the summ wasn't he? The summit story this reporter sent zinging across the Atlantic at urgent cable rates said, "Father of summits' son summits

badly."
"If the summit on which this Mont anmmit was held were Mont Blanc," the story went on, "it could be said that Randolph Churchill is no chip off the old Blauc." The Editor spiked the story. He

aid readers hated stories that contained French puns.

What's more, The Editor said, he couldn't bear all the letters the story would produce from amateur Freudians pointing out that since Winston Churchill was the father of both the summit and Randolph Randolph's attitude reflected a bad

case of sibling rivalry. That's The Editor for you, He has historically been loath to recognize this correspondent's talent at summit time. There was that summit held in Geneva. It's hard to remember which one, or who was there, and it's not important. The usual heads of state. You can't have a summit without them, but since FDR, Stalin, Churchill and that bunch, they come and go so fast it's hard to keep track of them.

Anyhow it was another summit in Geneva with so many dozens of thousands of press and TV types interviewing and falling over each other that nobody could get near a tine head of state.

It slowly dawned on this corre spondent that the heads of state could have called each other up and said, "Geneva's too crowded to summit in; why don't we get away from these mobs and meet quietly down in Venice?"

The Editor was incensed when bureau with the sine qua non summit story about the fruitful exchange of views among the summiters. On the phone, he said:

"So you just thought you might get a real scoop if you sneaked down to Venice without telling anybody and found they'd secretly moved the summit down there to get a little peace and quiet?"

"If I'd told anybody," this correspondent explained, "I couldn't have kept the biggest scoop of the "What scoop?" asked The Editor.

He had a point. Tell me something," he said when this correspondent got back, tanned and rested, from Venice. Do you think these birds would bother holding summits unless they knew 35 divisions of media people would show up?"

So this is not about the summi The Editor said it better not come from Venice either. 'In December?" said this correspondent. "No Way.

New York Tunes Service

Wall Streeters View 'Wall Street'

By Geraldine Fabrikant New York Times Service

TEW YORK - For many Ninvestment banking luminaries at a private screening of "Wall Street" on Monday night, watching the new film was like watching home movies.

There were familiar faces, with cameo roles by pals and colleagues and familiar deals in the movie about wheeling, dealing and crime on Wall Street. People in the audience nudged one another when Kenneth Lipper, the investment banker and former deputy mayor of New York, appeared on screen. They nudged each other again when Drexel Burnham Lambert's Jeff Beck came on.

There was an undercurrent of excitement in the audience, which included Bruce Wasserstein and Joseph Perella, co-heads of investment banking at the First Boston Corp.; Donald Drapkin, a lieutenant of Ronald O. Perelman, the chairman of Revion Inc. and multimillionaire investor. Laurence A. Tisch, chief executive of CBS Inc.; and Paul E. Tierney Jr., the financier of Conistoo Partners.

After the lights had come up. many in the audience said they had found the movie dramatic and entertaining Stephen A. Schwarzman, a partner at the Blackstone Group, an investment banking firm, added: "The film captured the mood of the trading rooms. They tried to captur something about the deal-orient-ed side of Wall Street and they

Certainly the film is timely, coming in the wake of the insider trading scandals and the Oct. 19 collapse of the stock market. "Wall Street" is the story of a relentlessly evil Wall Street mogul named Gordon Gekko, played by Michael Donglas, who ensuares Bud Foxx, an ambitious, and weak, young stockbro-ker, played by Charlie Sheen. Despite the audience's enthusi-

asm, few were convinced that "Wall Street" would be a blockbuster, in part because its subject matter was too alien for many moviegoers. As William E. Mayer, a managing director of technical accuracy. "The scream-first Boston, put it: "It's too foring is typical," Schwarzman said,



The daily action on the trading floor of the New York Stock Exchange.

eign to be a hit elsewhere in the U.S. You have people on farms in lows going to movies. How can they relate to this?"

More bullish on the movie, Perella was sure the film would benefit from its timeliness. He likened it to "The China Syndrome," a film about a near meltdown at a nuclear power plant that came out about the time of the Three Mile Island accident in March 1979. And he thought, as did almost everyone, that Michael Douglas gave a superb per-

The 130 people who attended the dinner at the Regency Hotel following the screening may have debated the merits of the film. But most did not quibble with its

referring to scenes in which deals started to go bad. "When deals go wrong you have no one else to blame so you yell at yourself and you yell at others."

But almost everyone interviewed was quick to deny that the characters were typical of Wall Street professionals. Perhaps becanse the character of Gordon Gekko was so extreme, most found it quite easy to say that the film had little to do with them. The people here tonight do an honest day's work," Perella said.

Schwarzman added: "It was an accurate portrayal of a relatively small sliver of the Street." At least one arbitrager, however, said the film captured the prevailing mood on Wall Street. "It laid bare the real motivations,"

nymity, said. "People pretend that they are doing something noble, raising capital to support America's businesses, but Wall Street is just about making mon-

ey. That is its pure pursuit."
Arthur Fleischer Jr., a takeover lawyer with Fried, Frank, Harris, Shriver & Jacobson, thought the film "a ludicrous portrayal and completely unbalanced." The characters are too one-

dimensional," be said. "People are more multi-dimensional than that. Everybody was a cliché." Virtually everyone thought the film would do little to help Wall Street's image. "It is upsetting be-cause it makes the excesses of Wall Street look like an everyday occurrence," said Leonard Stern. the Hartz pet food and real estate this viewer, who requested ano- executive.

PEOPLE

A 10-Year-Old 'Heroine'

been named one of Ms. magazine's Women of the Year. Sarah Rosen said she encouraged her classmates at Muessel School in South Bend, Indiana, to protest because girls were not given a role in the celebration that re-enacted the signing of the Constitution. Teachers who organized the event decided to exclude the girls because women did not have the right to vote at the time. Rosen and her friends were enraged at the exclusion because non-white males, who did not have the right to vote when the Constitution was written, were allowed to participate. "It just really upset me that they would leave out girls," Rosen said. "And they weren't going as life was then because I on't think Asians were there, and blacks were slaves and I don't think they got to be delegates." Rosen is the youngest of the magazine's "heroines." Others included the singer-actress Bette Midler, the anthor Toni Morrison and the tennis star Martina Navestilova

A 93-year-old woman threatened with eviction from her home of 65 years in Yorba Linda, California, to make way for the Richard M. Nixon Library expressed relief Wednesday that the former president said she could stay. "I really appreciate it," Edith Eichier said. "Isn't that a nice thing for him to do? I'm greatly relieved that I don't have to leave my home. I've lived here a long time, you know." Nix-on, 74, remembered Eichler from his Yorba Linda boyhood and asked that she be allowed to keep her home as long as she wants, a Nixon assistant said. Eichler, who est in making the allegations. Mais blind and uses a cane, is the only resident whose home is within the boundaries of the planned \$25 million, nine-acre library complex. We didn't even realize that house was occupied, let alone by some-body who knew the Nixon family so well," said John Whitnker, execntive director of the library founds-

Czechoslovakia marked the death of the former Beatle John Lennon. "In their own way, with candles onrning and songs accompanied by

A 10-year-old girl who led fe-male classmates in a protest of her school's celebration of the U.S. in the unofficial gathering this Constitution's bicentennial has week, the Communist Party daily Rude Pravo said. It was believed to be the first time that the official media reported on the anniversary gathering, which police in past years have tolerated with suspicion or broken up. Also for the first time, authorities organized an al-ternative official event to mark the Dec. 8, 1980, death of the British singer: a concert titled "Give Peace" a Chance" after the Lennon song Rude Pravo said

> Rouben Mamoulian, director of "Oklahoma!" on Broadway and the movie "Silk Stockings," lived his final days in a decrepit mansion soiled by as many as 30 cats. The living conditions of Mamoulian and his 71-year-old wife, Azadia, were revealed Wednesday when reporters were summoned to the mansion in Beverly Hills, Califord nia, by a family friend seeking control of the late director's estimated \$3.5 million estate. Eldell Heidt of New York accused the Los Angeles County Public Guardian's office of withholding living expenses from Mamoulian, who died Dec. 4 at age 90. She demanded the office relinquish its legal guardianship over Mrs. Mamoulian, whom she described as ailing but alert. "Regardless of what happens, I'm going to take Azadia to live with me," Heidt said, promising to defy a decision by the public guardian's staff to move the widow to a care home and sell the once-opulent mansion to cover the cost. Greg McCarthy, a deputy county attorney speaking for the guardian's office, suggest that Heidt and five of Mrs. Mamoulian's nephews had self-intermoulian did not leave a will.

Sting and Peter Gabriel are going to work for Amnesty International again. They plan to embark on a worldwide six-week tour in Angust with hopes of playing China, the Soviet Union, Eastern Europe and Third World countries on Official and mofficial events in zation. Handling production for the journey will be the promoter m, who also handled the 1985 U.S. tour on behalf of Amnesty International

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